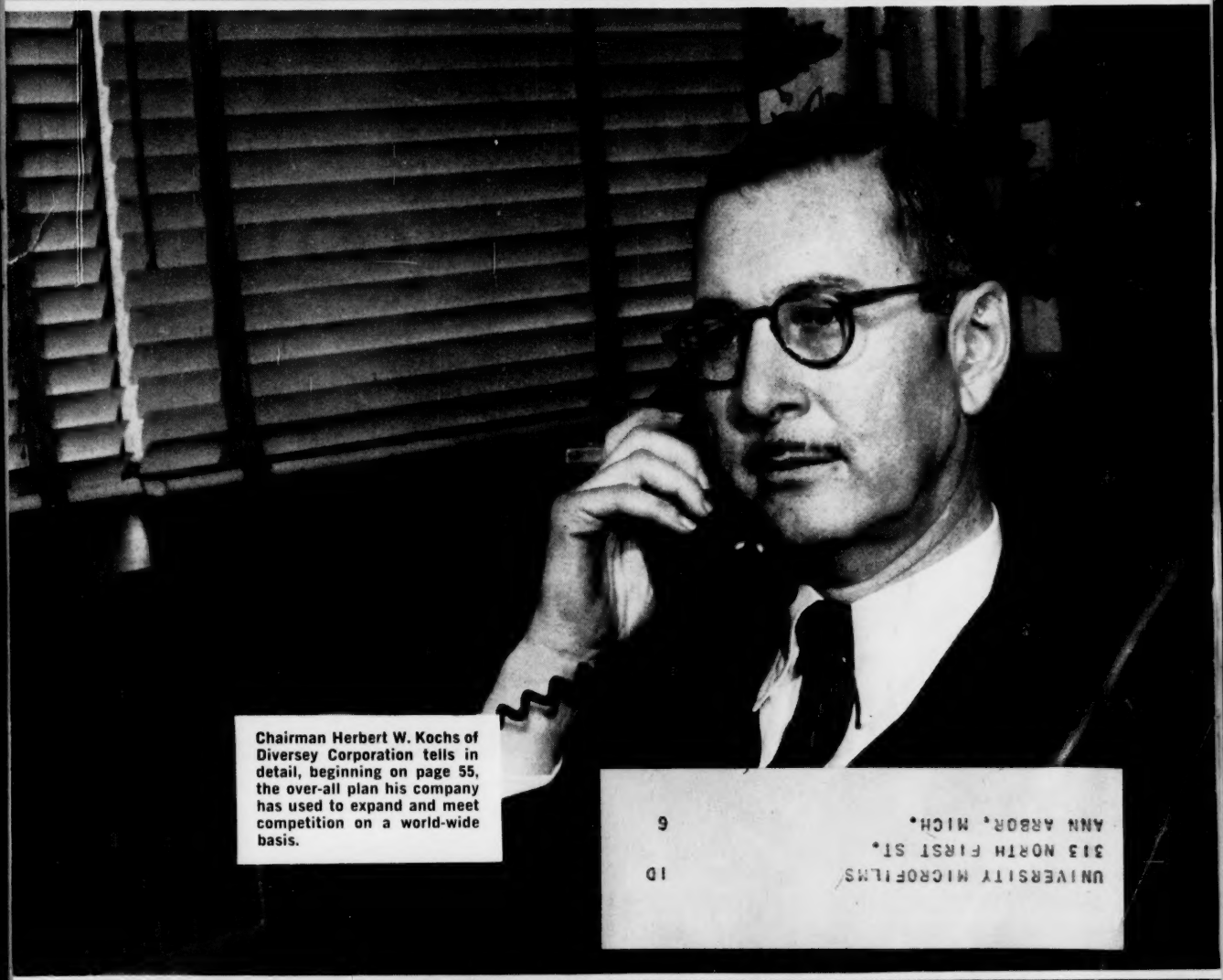
DEVELOPMENT

THE INTERNATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION



Chairman Herbert W. Kochs of Diversey Corporation tells in detail, beginning on page 55, the over-all plan his company has used to expand and meet competition on a world-wide basis.

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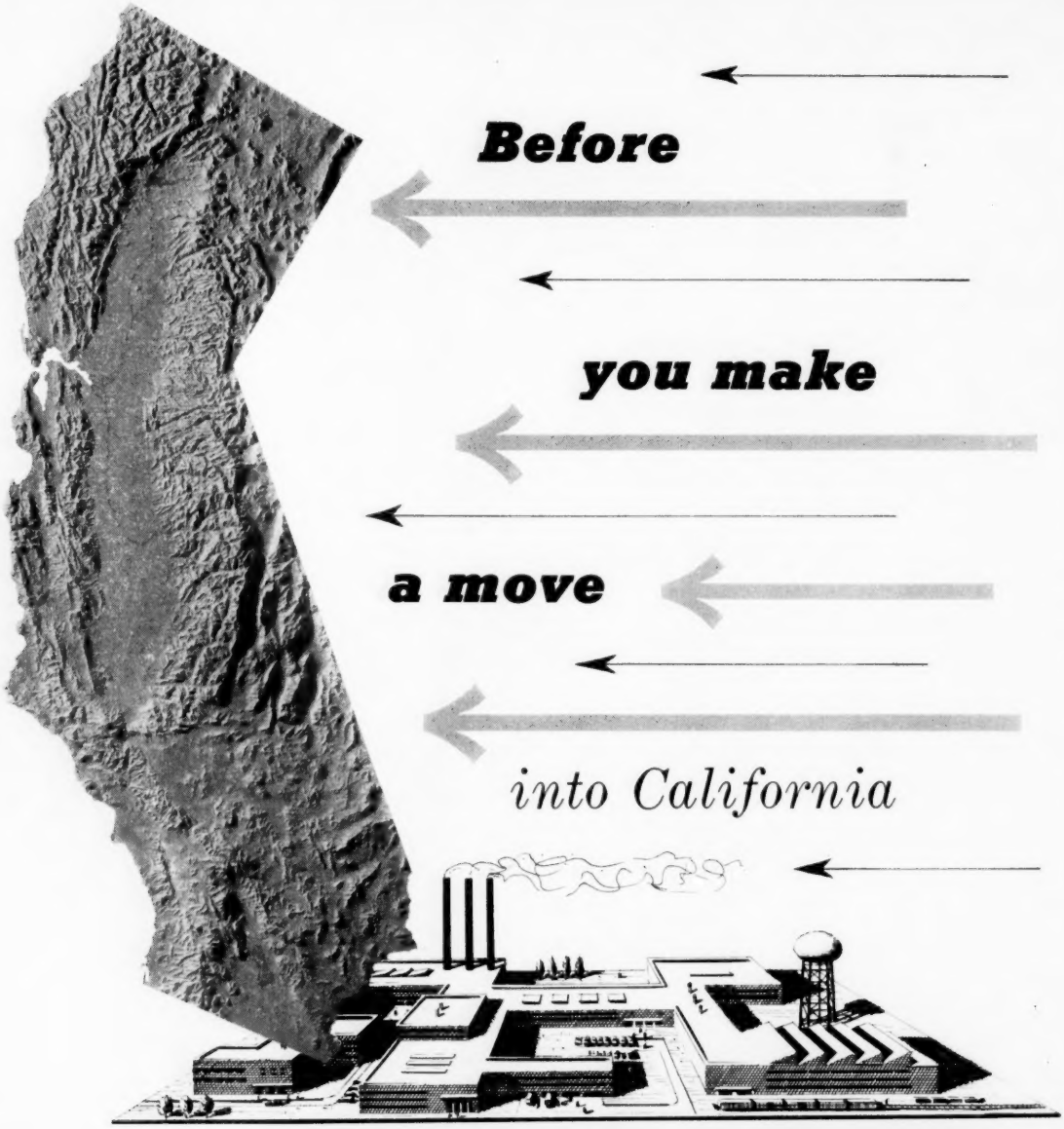
ANNUAL SITE SELECTION HANDBOOK EDITION

starts on page 61



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INDUSTRIAL

DEVELOPMENT

AND MANUFACTURERS RECORD

VOLUME 129 • OCTOBER 1960 • NUMBER 11

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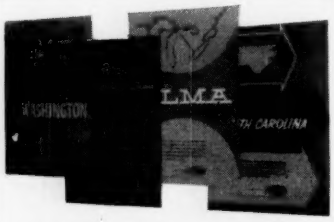

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Since before the turn of the century MANUFACTURERS RECORD has issued special studies of specific cities and areas to assist the site-seeking industrial firm. Today, through the combined coverage of INDUSTRIAL DEVELOPMENT and MANUFACTURERS RECORD this tradition of leadership in this field is being extended and carried forward.

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INDUSTRIAL DEVELOPMENT MANUFACTURERS RECORD

CHECK POINTS

COMMUNISM VERSUS .....?

Yes, to answer your question, the George Lodge who wrote the article on the American economic system in our July issue, definitely is the son of Vice Presidential candidate Henry Cabot Lodge. The great facial resemblance caught the eye of most readers, even though our biographical sketch did not mention the relationship. George does not refer to his illustrious father because he obviously does not prefer to trade on his name.

Nonetheless, the report has provoked much thought. It has, in fact, brought renewed discussion of one of our pet topics — the need for a word to place opposite "communism".

It is our considered opinion that one of the free world's significant propaganda problems today is the coinage or definition of a new word to describe the system for which we stand. We badly need a term that is universal in application and easy for the masses to grasp and understand. At the moment, we are using a variety of terms, none of which is entirely satisfactory. Here are some of them:

CAPITALISM — this term today certainly does not have the same connotation that it had a generation ago. Most speakers believe it is obsolete.

DEMOCRACY — this word has been so overworked by so many whose ideas are opposed to ours that it means little to the uncommitted. The Soviets call their system a democracy.

AMERICANISM — this may be fine in America, but it obviously doesn't fit well in other areas.

REPUBLICANISM — this one is not received with any enthusiasm by Democrats in this country.

FREE ENTERPRISE — in some quarters this phrase is thought to smack of uncontrolled, monopolistic enterprise.

INDIVIDUAL DIGNITY — this one isn't used much and doesn't seem to say enough.

We've been asking a variety of people what they think of this situation, and the replies certainly confirm that there is a distinct need for study and clarification. Some of the best informed people in this country cannot agree on the label we must hang on our system.

Sherman Adams, former aide to President Eisenhower, suggests the phrases "individual opportunity", "freedom of opportunity", or simply "freedom". Former Vice President Henry Wallace sent us a note suggesting "progressive capitalism", explaining "by this I mean Capitalism which is capable of leading and directing the march of the common man into channels which are constructive. Only thus can capitalism continue to benefit mankind. Only thus can Capitalism save itself and in so doing save Freedom. Inevitably, Capitalism must continually change to meet ever changing challenges."

"I share your concern about our failure to capture the imagination of people abroad", Wallace continued, "we came on the world scene so rapidly and the opportunities for domestic profit have been so great that far too few Americans have learned foreign languages, foreign customs, foreign history, and, above all, they have failed in their capacity to put themselves in the other fellow's place. I do not blame. We have been very generous. But we have also been terribly ignorant and self-satisfied. Unfortunately our good luck has made us envied and feared rather than loved. A big, big, job lies ahead."

Other key spokesmen reveal their concern about this problem. According to Vice President Nixon, he feels that of the words suggested, "Individual dignity" comes closest to what is needed, but "it covers only part of the idea we seek to get across to other peoples". Dr. Milton Eisenhower offers "private competitive enterprise". A nice letter from Henry Cabot Lodge suggests "economic humanism", a phrase he used last September during the visit of Khrushchev.

There is a similar variety of opinion of top-level industrial development specialists. Bill Davlin, Secretary of Commerce of Pennsylvania, suggests that the difficulty in finding the right word stems from the fact that "there are two pretty distinct facets to the matter — the basic matter of freedom in terms of speech, religion, communications, personal movement, the political aspect — and the economic facet, freedom with respect to private property, employment, initiation of enterprise, and the necessary groundrules." Davlin notes the increasing use in diplomatic utterances of the phrase "freedom and justice" or "freedom with justice".

Lew Cobb, Colorado spokesman, says he still likes "Capitalism", but would use the phrase "Peoples Capitalism". He says "the spectacular increase in the number and percent of Americans owning stock gives us a little new twist and while the word 'Peoples' has something of a communistic ring to it, I think a 'Peoples Capitalism' is exactly what we have in the United States".

Bert Stratton, of the Western Pacific Railway, likes the phrase "Free enterprise", but believes a one-word expression would be better. Ted Bennett, of Alma, Michigan, likes "individual dignity". Probably everyone will agree with Don Crislip, of West Virginia, who says he isn't satisfied with our present terminology and "coining of a new word is worthy of the best efforts of our best minds".

From Hawaii, Henry J. Kaiser indicated his feeling that we must adopt a more inspirational language, including verse, to dramatize the benefits of the system in which we believe. He takes license with Tennyson with this statement:

'Tis not too late to seek a newer world.
Push off!—
For our purpose holds
To fly beyond the sunset, and the baths
Of all the western stars...
To strive for freedom of mankind,
To seek an ampler life for all,
To find the brighter age of man,
And not to yield to tyranny, want and fear.

We require dynamic, positive purposes and actions of world-wide scope. We cannot win out by allowing our nation to be put on the defensive. Free peoples must continue strengthening the United Nations as the "Parliament of Man."

My prediction is this: **Our age can and will extend the benefits of civilization to the entire human race.** And this will be the surest way to attain lasting peace and freedom.

H. M. C.

PROFIT PROBLEMS — 1

If you bought a business . . . how much of the price would you depreciate for tax purposes? Land and good will usually cannot be depreciated; buildings and equipment can. What parts of the price belong to land and good will, and what parts to buildings and equipment?

You might base your calculations on book values or assessed values, but these normally do not allow for good will. It follows that when the tax authorities examine your deductions, they would want to know how much you allowed for good will, if anything. If you claim little or no good will, you may be asked to support your contention, especially if the price you paid was well above the book value.

a sound solution

Many executives have found that the best answer to this problem is an objective appraisal of the assets. Properly prepared, this will show how much of the price justifiably should be applied to buildings, equipment, land and good will.

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Such a valuation should be prepared by an appraiser, or appraisers, capable of qualifying as expert witnesses for court testimony in the possible event of challenge by taxing authorities. An appraisal by a recognized professional can help eliminate controversy. A nation-wide organization, Marshall and Stevens offers a staff of experienced appraisers to help you with your particular valuation problems.

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PR PROBLEMS?

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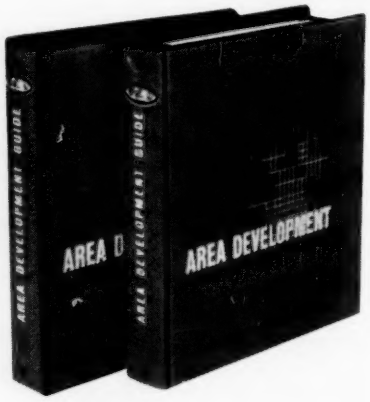

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INDUSTRIAL DEVELOPMENT LETTERS MANUFACTURERS RECORD

SIRS: Check Points in the August issue. Your observations are basically sound. For the most part the conditions you mentioned have prevailed for too long.

I lived and traveled through the area you covered for more than three years. My experience and continuing contacts mostly bear you out.

Point 1—I think in this connection our Latin friends have to be told something about the desirability of fiscal responsibility. Very large companies can invest substantial sums without anticipating immediate and consistent convertability of returns. They can cushion their expectations with "plough back" of profits. The smaller investors interested in joint ventures with local capital and management participation cannot so well do so.

In my day it was the custom in most of the Central American Republics for people of means to place all the capital they could possibly spare from their agricultural endeavors into European and American investments. The scrabble for foreign exchange was deplorable. A country which does not inspire the confidence of its citizens can hardly expect to attract the citizen investors of the United States.

Point 2—While this feeling may be justified in the past 5 to 8 years, it must not be overlooked that at the close of the war the Hemisphere Nations had the only extensive dollar credits in the world and by far the most in their history, if my information is correct. These have been substantially mishandled through abortive fiscal management.

These two points must be viewed with some compassion since fiscal irresponsibility has been the 140-year history of these much-looted (by their own protectors) republics. It must also be borne in mind that the Latin temperament — if so it can be designated—does not share the same moral view of fiscal probity that arises in the Anglo-Saxon and Teutonic concept. It is one of the major points of difference between the peoples of the Hemisphere and receives next to no attention. It has a flavor of Islam, perhaps. It combines something of the "eye-for-an-eye" principle coupled with a view that what is right is what you can get away with. That hardly suits our basic thought on property matters.

Point 3 — The outstanding example of adaptability of an American manufacturer in preparing his product for the Latin American market is the Collins Company up in Connecticut. It may be the only example, but so much so that a machete—of which there were perhaps twenty or more blade styles—is called a "Collins" (pronounced "Cahl-yeens") quite commonly. Each area of the country had its preferred shape and the Collins Company took pains to oblige. It is the kind of adapting to the local preference which was most notably a mark of German manufacturers in the prewar years. We've got to divest ourselves of the pig-headed "you take it the way we make it" attitude. It's very Detroit—or was for the American motorist until George Romney came along — but it's damn poor business, and Detroiters aren't the only parties guilty. It is particularly poor business beyond our tariff barriers.

Of course, not all products can be adapted. To some extent the engineering must be guided by the job to be done; but where only local taste or preference are involved they should be accommodated. If it increases costs, so what; it also increases business.

JAMES M. GILCHRIST, JR.
Director
Problemsolver Laboratory
Atlanta, Georgia

SIRS: Your new AREA DEVELOPMENT GUIDE has come to my attention and it looks like something this office should have.

Would appreciate receiving a set. It probably deserves a plug in our Area Development Bulletin.

VICTOR ROTERUS, Director
Office of Area Development
U. S. Department of Commerce
Washington, D. C.

► **A set has been sent.**

SIRS: We should like to express our appreciation to . . . members of your staff for the splendid cooperation evidenced in scheduling a discussion period with Mr. Carlos Hurtado of Santiago, Chile, August 17, 1960.

The friendliness shown to our guest and the information and materials made available to him are sincerely appreciated by this Agency.

WALTER E. KEYS
Regional Administrator
Housing and Home Finance Agency
Atlanta, Georgia

SIRS: The libraries of Maryland are organizing to push for the passage of some 1961 state legislation that would bring about greater per capita annual support, improved availability of building funds, and the establishment of five or six area libraries with greatly increased book collections and research facilities.

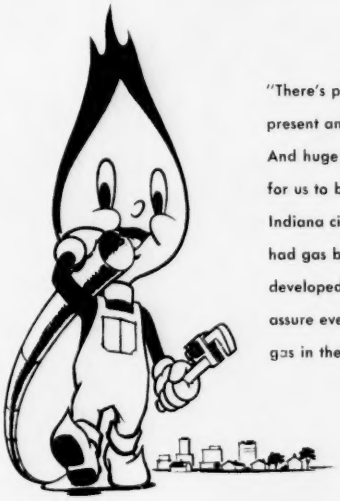
I have been given the task of writing some copy that will explain the legislation, and, of course, underscore the fact that well financed, well administered, progressive libraries are of top importance to their communities.

. . . Would you be willing to give me a very brief statement of what role you assign to a well used, well supported public library when you judge a community. For example, as I understand it, the late Dr. Thorndike, a specialist in urban life, considered the per capita support and book circulation of libraries as the second most important factor in judging a community as a good or bad place to live. . .

ROY PROVINS, Director
Washington County Free Library
Hagerstown, Maryland

► **One of the important trends is the placing of more weight on the intangible factors in the community such as the political climate, cultural opportunities, and the general educational level. Thus it is not at all uncommon to find major national firms making detailed studies of educational systems and all related activities.**

We have no doubt that the existence of good library facilities will rate as a plus mark in any community. This is particularly true in the case of highly technical enterprises which must attract personnel of above average skill and educational achievement. Needless to say, industries of the latter type are considered most desirable by communities seeking development. — Ed.



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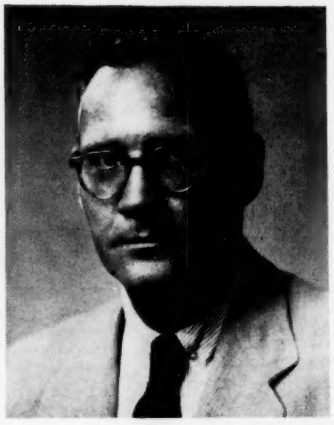
IS EXPORT

WILLIAM H. MATHERS

A man with wide legal training and experience, William H. Mathers is a partner in the firm of Chadbourne, Parke, Whiteside and Wolff, New York law firm, which he joined March 1, 1960. Prior to that time he had been vice president and secretary of The Yale & Towne Manufacturing Company. In that capacity he had a number of duties including handling of many overseas activities for the company. Before joining Yale & Towne, Mr. Mathers was for several years with the New York law firm of Milbank, Tweed, Hope & Hadley. He attended Dartmouth College, is a graduate of the Yale Law School, and is active in several professional, fraternal and civic organizations. The accompanying report is based upon a talk he made at a recent meeting of the Overseas Automotive Club in New York City.



Taking a long and close look at the field of international trade, an industrial and legal expert in the field observes: "Each corporation and industry must actively attempt to combine export with manufacturing facilities overseas in order to remain competitive on a world-wide basis... I believe there are a number of avenues open for expansion and development of international business, and all of these avenues, rather than export alone, must be fully utilized."

ENOUGH ?

By William H. Mathers

U. S. business has always looked upon the entire world as its trading area, although in the different periods of our history the framework of trade has often been changed to cope with each new set of problems. We have been aggressive in capturing markets and, more often than not, been adroit in meeting competition.

We need only to recall the exploits of our ancestors in the original colonies to realize that the idea of doing business abroad is inherent in our economic makeup. Enterprising New England merchants and seamen reaped large profits carrying rum, molasses, slaves and other products (including opium) on perilous voyages to foreign ports in Africa, Asia and Europe. Nor is the idea of government aid to business overseas entirely new. In the early days the government often stepped in to protect our foreign private business from the threats of piracy and confiscation.

However, during the period of rapid development of our frontiers and our vast natural wealth, the substantial growth of U. S. foreign business was over-shadowed by the much larger growth of our domestic business. We were so preoccupied with our domestic markets that public awareness of the foreign business activities of U. S. corporations was vague.

People generally realized that we had a sizeable export trade but the extent of our direct participation in business abroad was somewhat overlooked. In part this may have been due to the fact that until quite recently reporting of business activities to stockholders was not regulated and U. S. corporations seem to have been loathe to reveal the detailed figures even to their own stockholders.

Although such investment represented a source of substantial profits it was not generally considered advisable to point up this fact. In addition to our consuming interest in domestic affairs, there developed in many sections of the country an aversion to anything which smacked of "internationalism".

It is evident that today this sense of isolation no longer exists. During World War II many of us were exposed to the possibilities which existed for business abroad and as a nation we were forced to think in global terms. Technological advances have definitely reduced the size of the world and the word "foreign" has lost that part of its meaning associated with remoteness. The area of our backyard has thus become boundless. It has become fashionable for American business to conduct international operations.

The importance of international business to U. S. industry has become very apparent. Of the 100

largest U. S. industrial corporations, 99 are active in overseas operations. Approximately 3,000 U. S. corporations are now operating abroad. These include such well known firms as General Motors, Ford, Merck, Sharp & Dohme, Quaker Oats, Borg-Warner, General Electric, Westinghouse, Burroughs, Philco, Coca-Cola, Vick, Remington Rand and IBM, to name but a few. Inasmuch as any businessman takes a dim view of losing money, it is fair to assume that the conduct of foreign activities by these companies supports the conclusion that there are substantial rewards in overseas operations.

Some foreign markets at the moment appear to be growing at a faster rate than those in the U. S. and a few may soon begin to approach that of the U. S. in size. The U. S. no longer has an overwhelmingly favorable balance of trade and in a certain sense it is faced with an unfavorable balance of trade. These changes result in U. S. corporations meeting stiff competition in foreign markets and in some fields foreign corporations will be giving U. S. corporations increasingly stiff competition in the U. S. market itself.

Other factors are also recognizable in the rapidly increasing severity of foreign competition. The economic revival of nations in the Free World has led to industrialization in almost every field. Growing nationalism has, in many instances, prompted various restrictive devices to protect and encourage local manufacture. Fiscal problems and hard currency deficits have led to severe exchange controls and limitations on imports in some countries.

The economic integration resulting from the European Common Market (the Inner Six) and Free Trade Area (the Outer Seven) could easily result in discrimination against those corporations not manufacturing within the designated economic community. There is also the real possibility that the Soviet and Red Chinese drive towards increasing trade throughout the world will become an added competitive burden in the near future.

All of these forces in the world economic picture, particularly that of increased competition on a worldwide basis, make it essential that any U. S. corporation employ to the fullest extent the most modern business techniques. It is becoming increasingly clear that U. S. manufacturers who intend to keep abreast of competition in the years to come must, in addition to exporting as much as possible from the United States, establish foreign facilities (for manufacturing, licensing, servicing, trading and investing) and do so, to the extent possible, in countries with little or no tax and within reach of major markets.

In this manner the U. S. manufacturer can put himself in the position of being able to provide speedy delivery of its products, follow up with quick service and use the resulting foreign income free of U. S. tax (at least until returned to the United States) to generate further foreign sales and create manufacturing facilities abroad. A substantial amount of capital is obviously required for expanding existing foreign manufacturing facilities and for building new ones, and such funds are often required at the same time that the U. S. market may require the investment of additional funds in the United States.

The automobile industry provides a good illustration of the trends which have been taking place in world markets. In 1940 3.7 million passenger cars were sold from plants located in the United States and 109,000 (3%) were shipped to foreign markets, whereas in 1959 5.6 million passenger cars were sold and only 116,000 (2%) were exported. Over the same span imports into the U.S. of new passenger cars increased from *253* in 1940 to *668,000* in 1959.

To mention one further statistic it appears that 66 per cent of the total passenger cars in the world were located in the United States in 1958 but it should be noted that this figure was 74 per cent in 1940.

Fortunately a number of U.S. manufacturers of automotive equipment have manufacturing facilities abroad and are thus in a position to play on both sides of the fence. In addition, the development of the so-called compact car in the United States may in part reverse or slow up some of these trends.

Balance of Payments Problem

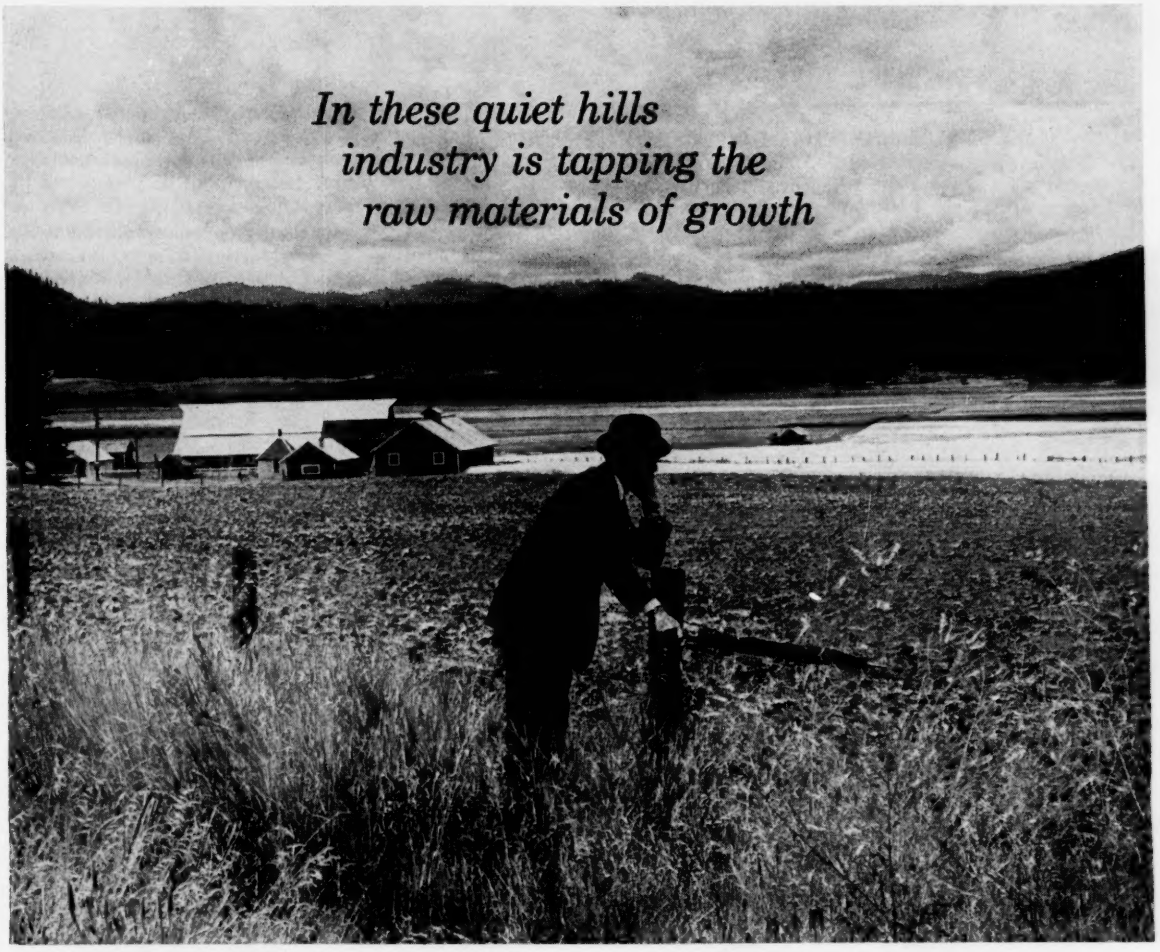
The ability of U.S. business to expand its foreign markets is, of course, directly related to one of the most serious economic problems facing the United States in the area of world trade, the deficit in our international accounts. I would like to briefly summarize the problem and the possible solutions as they relate to the broad concept of export trade.

The United States has suffered a deficit in its international accounts in every year since 1949 except in 1957 when Nasser closed the Suez Canal. Beginning in 1950 and since 1957 the United States has lost money and gold in its total transactions with the rest of the world. In 1956 the deficit was almost *one billion* dollars, in 1958 it was *$3.4 billion* and in 1959 it was *$3.7 billion*, as shown in the accompanying table.

The United States still has about $19 billion in gold reserves which would probably be quite sufficient if the rate of decline of the past few years were slowed or reversed.

There would appear to be three basic causes for the present situation. The first is the *outlay of dollars abroad for our own military establishments and for foreign aid.* This amounts to more than $5 billion a year net after deducting interest payments and repayments of U.S. Government loans abroad. After World War II our commercial surplus trade was sufficiently great so that we could support a program of this sort without any adverse effect on our balance of payments. Starting with the Korean War the U.S. contribution to the defense of the free world and the economic development of Southeast Asia and the Middle East has brought about a net outflow over and above what U.S. business can earn abroad through exports and other means.

As other nations have recovered from World War II and as we have continued to be plagued by inflation, *our merchandise trade surplus has declined.* In 1956 it was $4.6 billion. In 1958 it was $3.3 billion and in 1959 it was only $876 million. In many fields, such as iron ore, copper and petroleum, we have switched from a net exporter to a net importer. In commodities such as cotton, tobacco and other agricultural products we seem to be having trouble disposing of our surpluses, whereas we used to export significant quantities of such products. This means that we must sell manufactured goods abroad and in this



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THE SURPRISING
STATE OF WASHINGTON

US BALANCE OF PAYMENTS EXCLUDING MILITARY GRANT AID IN FORM OF GOODS
(Millions of Dollars)

NET RECEIPTS	1956	1957	1958	1959
Merchandise trade surplus	4,575	6,099	3,281	876
Net investment income*	261	255	1,104	934
	4,836	6,354	4,385	1,810
NET PAYMENTS	**1956**	**1957**	**1958**	**1959**
US Government disbursements abroad**	5,334	5,526	5,879	5,324
Net effect, all other transactions, errors, omissions	495	386	1,940†	188‡
	5,829	5,912	7,819	5,512

* Income on direct foreign private investment in excess of new direct foreign investment made during year.

** Military expenditures, non-military grants, pensions, transfers, net U.S. Government capital outflow.

† Reflects a severe decline in U.S. shipping earnings, a dramatic increase in U.S. portfolio investments abroad and an almost total cessation of foreign investments in the U.S

‡ Excluding new $1.375 billion IMF subscription.

DEFICIT	1956	1957	1958	1959
Transfers of gold and liquid dollar holdings by transactions with U.S.	993	(†)442	3,434	3,702

† Reflects a severe decline in U.S. shipping earnings, a dramatic increase in U.S. portfolio investments abroad and an almost total cessation of foreign investments in the U.S.

area we are meeting severe competition from European and Japanese companies selling products of high quality at low prices on long-term credit.

A third reason appears to be the high cost of production in the United States. In spite of our skills and our mass markets we are being priced out of many world markets in the case of a number of products. This is sometimes due to the fact that the U.S. product is not particularly well designed for export this day and age. For instance, years ago 44 per cent of Model-T Fords were exported but I understand that last year Ford exported less than 2 per cent of its U.S. cars. Fortunately, Ford did do $1.5 billion of business almost entirely from its foreign manufacturing facilities.

There are a number of U.S. corporations who find that costs abroad are sufficiently low to justify importing foreign made finished and semi-finished goods into the United States, such as Ford, General Motors, American Machine & Foundry, General Foods, Remington Rand, Royal McBee, Singer and many others.

Whether we like it or not the United States is committed to the major role of the defense of the free world and to a program for the economic development of under-developed areas. We can no longer depend upon exports of raw materials and in many cases we find ourselves forced to practically give away large quantities of food stuffs. Many manufacturers are finding it more feasible to manufacture abroad than to export U.S.-made goods and even to produce abroad for the U.S. domestic market. *The solution to this problem is a difficult one but one which is capable of realization.* Raising the price of gold would in effect amount to a devaluation of the dollar. It might help gold producing countries, such as Russia, but it would not necessarily help the very countries we are trying to aid. There would seem to be *four basic methods of approaching a solution,* two of which the U.S. Government seem to have adopted, one of which has been rejected and the last not yet accepted. *The first would be to persuade other industrialized nations of the free world to bear a larger share of the cost of mutual defense and economic development.* This, of course, will require a considerable amount of time but it might be possible in the long run.

A second course would be to restrict imports. However, this would undoubtedly lead to retaliation by other countries which would restrict U.S. exports. To date the Government has rejected this solution and I feel that protectionism cannot solve the problem in the long run.

A third solution would be to expand exports. The Government seems to be active in trying to assist in this process but I often wonder whether this activity is not more political than commercial. There is a great deal which U.S. industry itself can do to increase exports by resisting inflation in the United States and by being even more aggressive in competing for business abroad.

The fourth solution would be to increase earnings through direct private investment abroad which will increase earnings of U.S.-owned plants abroad. This is sometimes criticized as being a drain on our reserves. However, despite the high level of direct foreign investments in the past several years (amounting to over $30 billion), the flow of dividends and interest to the United States has been even greater.

The net inflow, after deducting the outflow for new foreign investments in 1956, amounted to $261 million, in 1957 it was $255 million, in 1958 it was $1.1 billion and in 1959 it was $934 million. In 1959, for the first time, the net investment income flowing into the United States exceeded the merchandise trade surplus for the year. Thus it appears that we are becoming more and more dependent on earnings from direct foreign investments to balance our international accounts.

There is a great deal that the U.S. Government and U.S. business working together can do to facilitate an even greater increase in our direct private investment abroad. We can use our influence to improve the climate for investments in many foreign countries, such as Japan and India. The Government itself could remove a number of obstacles to greater foreign investment in the area of taxation of foreign income, such as was planned by the original

Boggs Bill introduced in the House of Representatives.

Direct private investment abroad is of course not a total substitute for Governmental economic aid but it can be used to carry a larger share in the undertaking which the United States is embarked upon. This is a rather cursory summary of a background problem which must be faced by the Government and business together. Let us now turn to the methods of meeting world-wide competition and the steps which can be taken by any corporation or industry.

Doing Business Abroad

There are three basic methods for conducting foreign operations with an unlimited number of refinements and variations. The first and perhaps the simplest method is to export products produced in the United States. Foreign sales have in the past generally been handled through representatives, distributors or agents but there seems to now be a growing trend on the part of some manufacturers to handle overseas sales themselves. This method involves the least amount of capital investment and actual participation abroad on the part of the U.S. corporations.

The second general method is to manufacture and sell products pursuant to a license arrangement. This requires an agreement between the U.S. corporation and a qualified foreign manufacturer whereby the U.S. manufacturer (or its subsidiary) grants a license to manufacture and sell particular products in a certain area abroad. Such an agreement will normally involve patents, trademarks, know-how, technical assistance, advertising and promotion. In most cases, the monetary investment of the U.S. corporation can be kept to a minimum.

The third method is to actually manufacture abroad and this approach may take any one of a number of forms. Foreign facilities can be organized as an integral part of the U.S. corporate structure such as a branch or division and the operation simply becomes an extension of the domestic activity. On the other hand it might be set up as a wholly-owned subsidiary. The U.S. manufacturer may decide to become a partial owner of a foreign company in which there are other U.S. participants or local partners, and either a minority or a majority interest may be owned. Each of these three basic methods has its advantages and disadvantages, and the one chosen should, of course, be determined by the pragmatic requirements of the particular company and its products.

A. *Export*: Export, at least in theory, is the easiest way of doing business abroad. If it is possible to sell U.S. products in foreign markets with relative freedom and at competitive prices from plants in the United States, foreign operations conducted in this manner will probably prove to be the most profitable. However, import restrictions in other countries are becoming more and more difficult to cope with. Transportation costs have increased. Protective tariffs, quotas and licenses hamper this type of activity. Currency restrictions and balance of payments problems have in recent years handicapped the ability of foreign customers to pay for products from the dollar area. To further complicate the export picture, each year the cost of products (because of our standard of living, high costs and inflation) made in the United States seems to increase which in turn seriously handicaps the ability of the U.S. manufacturer to compete. U.S. companies relying solely on export will find it an increasingly hazardous and unprofitable method of reaching overseas markets.

B. *License*: Perhaps the cheapest alternative to exporting products from the United States is to license a foreign manufacturer to make U.S. type products and to sell them under the trademarks of the U.S. corporation. I do not mean to imply that this alternative can be adopted without investment. In most circumstances licensing involves a very definite expenditure of U.S. dollars. A considerable investment will have already been made to put the U.S. corporation in a position whereby a license arrangement covering a quality product may be negotiated. The negotiation itself requires considerable time, effort and money, and the agreement probably will provide for continued expenditures for equipment, research and engineering on the part of the licensor. The licensor will often be required to furnish the services of expert personnel, prototypes of products and tools, blueprints and specifications, as well as the initial equipment and material, all of which will total up to a substantial investment.

In addition, the agreement will necessarily provide for maintenance of quality standards of the products to be manufactured abroad. As foreign markets become more selective and discriminating, the maintenance of those standards may well mean more expense to carry the licensing operations.

Some of the disadvantages of licensing include the lack of effective control by the licensor, the difficulty of conversion of royalties into U.S. dollars, and taxes on royalties. There also lurks in every licensing agreement the danger that the licensor, when the agreement has been terminated, may have little to show for his efforts other than that he has, in effect, put an additional competitor in business.

A conflict of interest may also arise if the licensee manufactures his own products in addition to those he is manufacturing and selling for the licensor. In addition, there seems to be an increasing tendency on the part of foreign governments to attempt to prevent execution of license agreements which will be lucrative for the U.S. licensor.

Many of the disadvantages of a licensing operation can be eliminated or effectively reduced if caution is used in selection of a licensee and if the agreement provides for some form of equity participation in the licensee's business. While it may be difficult and time-consuming to locate the desirable licensee and to negotiate a sound agreement, a successful licensing arrangement can be very pleasant to live with. Many U.S. companies seem to prefer this method of conducting their foreign operations.

C. *Foreign Manufacturing Facilities*: Many license arrangements have functioned to the mutual satisfaction of the parties, but they are not really the surest bridge for an American manufacturer into a foreign market. I believe that, in most instances, the preferable method of doing business abroad is through the establishment and ownership of manufacturing facilities in foreign countries. The principal difference is control and it is a major difference.

Whether manufacturing is done through a branch or division, a wholly-owned subsidiary, or through a foreign corporation with majority

ownership, the U.S. corporation actually runs the business. The U.S. manufacturer dictates the policies, controls the quality of the product, determines the dividend policy as well as the policy as to whether or not profits should be reinvested. Such factors should give that necessary freedom of operation through which some of the risks which are always involved in overseas enterprises may be kept to the minimum.

In some instances, however, manufacturing operations must be set up abroad without absolute control. While this may not be the ideal method of doing business, ownership of only a minority interest in a foreign corporation is often not a matter of choice. Until recently, it was almost impossible to obtain a majority in an Indian company, and foreign ownership of more than a minority has been frowned upon in Japan and Spain. This attitude seems to be springing up in some Latin American countries and may very possibly become more and more the policy of other foreign nations. It is fostered by rising nationalism including the desire of under-developed countries to strengthen their own internal economic systems, to develop their own business leaders, to provide work for their own people, and to limit the flight of profits.

It is only fair to say that many U.S. corporations have found minority participation to be of great benefit. If the majority of the foreign company is owned by local citizens, often the local government and its regulatory agencies will look more favorably upon the U.S. investment. Operationally, the local participants are in a position to contribute greatly to the success of the enterprise. They are on the ground floor and very probably have a better understanding of th problems of their own country as they relate to the production and sale of the products than does the U.S. management.

Steps to Meet Competition

You may well ask what steps can be taken by a particular company or industry or by the United States to keep up with or ahead of world competition. I believe the answer is quite clear and that is to make use of all facilities presently available. The following is an outline of a general program which could be adopted by almost any company and which should fit with the concept of world business being developed by the U.S. Government.

A. *Promote Exports*: The U.S. Secretary of Commerce has recently stated that, with combined efforts at export promotion by business and Government, he is confident that a gain of 10 to 15 per cent is in prospect for the year 1960 over last year's trade volume. The Government seems to be making an effort to assist exporters through a new program of short-term credit guarantees as well as an expansion of foreign marketing information and a greater selling effort in trade fair exhibits. The administration seems to be convinced that the deficits of the last two years in the U.S. foreign accounts can best be eliminated by increasing exports and that reducing imports to remedy these deficits would have unfavorable effects by eventual reduction of U.S. export trade.

Commercial exports are falling off primarily because of the high cost of U.S. goods which in turn is due in large part to inflation in the United States and the substantial wage increases which have been granted in the United States in recent years. Irrespective of governmental policy, or in addition thereto, there are a number of ways U.S. corporations can help themselves in the export field.

In the light of the fast changing world-wide competitive conditions, concepts of marketing must be reexamined by each individual company. There is an increasing necessity for *better market intelligence* with respect to overseas markets. Unfortunately, information on foreign markets today is poor in most areas and almost nonexistent in others. In the days when we merely shipped products abroad this did not make a great deal of difference but now that U.S. products must be sold abroad the gaps in commercial intelligence can easily lead to existing markets being lost and potential markets overlooked.

Undoubtedly there will have to be some reorientation in thinking along these lines so that sales and promotional techniques can be *attuned to the demands of foreign markets* as well as the U.S. domestic markets. This in turn flows into the field of making greater use of foreign licensing and foreign facilities, subcontracting and other arrangements, all within a total marketing structure.

One interesting modern technique which is being used more often is for a U.S. corporation to *establish its own sales branches or subsidiaries* in the major markets of the world and to handle imports and wholesaling of the company's products in such markets. In some cases a number of U.S. corporations even go so far as to become their own retailers in various markets. This method has been used by firms such as Singer, Otis, the oil companies and certain of the major auto producers for many years. Depending, of course, on a number of factors relating to the particular corporation's products and its foreign markets, consideration should be given to replacement of local agents with the corporation's own officers.

This switch can be used to increase income by adding the importers', warehousers', wholesalers' and in some cases the retailers' profits, as well as retaining the manufacturer's profits, from the sale of goods produced in the United States and elsewhere. The coordination of effort can be greatly increased and a number of firms have found that such a switch brings about a sharp increase in total sales.

B. *Establish Facilities Abroad*: Even if a particular corporation is able to expand its exports, there are a number of markets in the world which will eventually be closed to U.S. suppliers as such. Thus it is up to the management of the particular company to be on its toes in spotting the need for investing and licensing before it is too late. Even though exports are maintained from the United States and other production centers, it is often necessary that local competitors be bought out, joined or competed with on the spot.

Investments and licensing arrangements often seem to have a way of stimulating U.S. exports (particularly of component parts) and opening up additional local markets. We have already discussed the many advantages of having overseas facilities and I feel that it is obvious that the creation of such facilities not only helps the particular company concerned but is of long run value to the United States in curing its balance of payments deficit.

It is surprising to some to find that a great many U.S. corporations earn

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more than half of their net profits outside of the United States. It is also surprising to note that in many, if not most, cases the percentage return per dollar of sales and the percentage return per dollar of investment are greater in the case of operations abroad than they are in the case of domestic operations. In addition, a number of U.S. companies are presently showing a greater rate of growth in foreign operations than in domestic operations.

In 1959 Standard Oil of New Jersey earned approximately $413 million net from its foreign operations which represented 66 per cent of the company's total net income. Standard's yield on its net foreign assets was almost 16 per cent against a figure of 5 per cent on net assets in the United States. General Motors is another good illustration of this point. In 1959 General Motors earned about $120 million net outside of the United States and Canada (which represented 14 per cent of total net income), whereas the net assets employed in such overseas operations were approximately $505 million which represented only 9 per cent of General Motors total net assets.

Recently in The Wall Street Journal there was an extremely interesting article concerning U.S. private investment for overseas facilities. This article made use of a number of specific examples and clearly showed the size and rate of growth of U.S. business and the investment of U.S. capital abroad.

C. *Establish and Expand Profit Sanctuaries*: A substantial amount of capital is necessary for expansion of any international business, whether by expansion of sales abroad or by building new manufacturing facilities abroad. The problem of acquiring the necessary funds has intensified interest in the use of an international subsidiary corporation organized under the laws of a foreign country to provide a means whereby the heavy burden of U.S. taxes can be deferred or postponed.

A Profit Sanctuary Company is merely a subsidiary of a U.S. corporation organized under the laws of a foreign country (such as Panama, Liberia, Switzerland) which has designed its tax and corporate laws to encourage investment. These countries usually levy only a nominal tax on income earned outside of their borders and such income is permitted to be accumulated by the subsidiary company with little or no additional tax. The net effect of such an arrangement is to postpone the payment of U.S. income taxes on earnings from foreign business activities and thereby provide a convenient method for accumulating working capital overseas and additional funds for investment abroad.

At such time as the profits earned abroad are distributed to the parent company in the United States, income taxes will be paid less any applicable foreign tax credits. As would be expected, there are many different types of Profit Sanctuary Companies which may be created depending on the nature of the particular company's business. Time does not permit discussion of the details except to state that a great many U.S. corporations have established such organizations and have, in relatively short time, accumulated a considerable amount of capital for expansion of their overseas business and facilities which in turn is helpful in maintaining or improving the competitive position of the particular corporation.

Recognition of the tax incentives offered by many foreign countries and an awareness of the serious competitive position which U.S. business now faces in world markets, led to the introduction of the so-called Boggs Bill in the House of Representatives. The Bill was designed to assist and encourage foreign investment by permitting the establishment in the United States of a Foreign Business Corporation whose income would not be subject to U.S. taxes until distributed to the parent corporation in the United States.

Unfortunately, this Bill has been meeting a certain amount of opposition. At the moment the measure before the House contains two rather drastic amendments to the Bill as originally introduced: (i) the deferral benefits will only accrue to Foreign Business Corporations deriving their income from and investing their income in less-developed countries, and (ii) the Secretary of Labor will be empowered to disqualify a Foreign Business Corporation if he finds that it operates under substandard labor conditions. Even assuming that the Bill passes the House and then the Senate, it seems to me that its usefulness will be extremely limited. Thus passage of the Bill would be helpful but it would not provide a complete answer to the tax problem of U.S. corporations connected with their overseas business.

D. *Organize for International Operations*: One of the most important and at the same time controversial aspects of developing an international business is the corporate organization which must be set up to handle the problem. Presumably the objective of any corporate management is to put the company in a position to make full use of existing world-wide resources and possibilities. In this manner the company will be kept fully competitive, will promote the corporate name on a world-wide basis, will carry out the overall objectives of the company and will make the greatest profit for the benefit of the company's stockholders. The number of possible methods which might be used are legion and for every expert in the international field there is undoubtedly a different method of setting up the organization.

The ideal solution seems to me to be the creation of an international division with an executive head. This man would have the responsibility and corresponding authority for all products and functions outside of the U.S. and possibly Canada (export sales, foreign manufacture, license arrangements, acquisitions, personnel, tax sanctuaries, etc.) with appropriate exceptions for certain products and functions.

The best time to create such an organization with the necessary transfer of personnel and functions is at the very outset. Any such transfer will always appear to be somewhat unreasonable to the domestic divisions but the longer the decision is postponed the more difficult it becomes. I suppose the reason for this is that domestic divisions always feel that something is being taken away from them and they may feel more strongly about it if the thing being taken away appears to be more profitable percentagewise than what they have left.

Actually international activity under a central head can be of great benefit to the domestic divisions and they can be given credit in a number of ways. It is possible to

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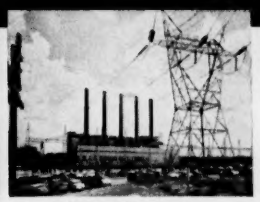

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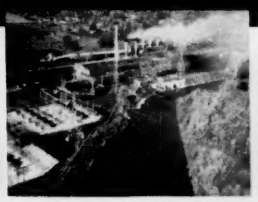
Terre Haute, Indiana
Present Capability: 220,000 kilowatt



4. Edwardsport Station
Edwardsport, Indiana
Present Capability: 145,000 kilowatts

5. New Albany Station
New Albany, Indiana
Present Capability: 450,000 kilowatts

make full use of all international activity for the greatest corporate benefit and to closely integrate international activity with domestic activity in the most efficient manner. Dispersion of effort on the part of many divisions can be prevented and the international activity on a full time rather than a part time basis can be concentrated in one group.

At the other end of the scale would be a small international staff whose responsibility would be to draw a blueprint for the operation. Having drawn a blueprint this staff would then attempt to point out the benefits of international activity to the domestic divisions and the top domestic management and then to persuade all concerned to cooperate in an overall corporate effort. Eventually it would become clear that a number of functions would have to be gradually transferred to a centralized international division in order to make full use of the many profitable possibilities.

In between these two broad possibilities lies a very large number of possible methods, many of which would undoubtedly be suitable to a greater or lesesr extent for any given corporation.

E. *Anti-Trust Implications*: There exists today a thorny problem relating to the development of international business which should be briefly mentioned without going into great detail. As you may know, the United States is virtually the only country in the world which attempts to enforce its anti-trust laws relating to U.S. corporations outside of the borders of the United States. For many years there have been a number of cases supporting this line of reasoning and the Justice Department has been reasonably active in following up the court decisions.

Perhaps taking a lead from the United States, other countries are now beginning to recognize the need for legal restraint against action which limits free competition. We may eventually find that U.S. companies operating internationally under anti-trust restraints will not be quite as seriously affected by competition from foreign companies who have for many years been free of such restraints.

An area of anti-trust confusion appears in the licensing of foreign manufacturers to make use of the U.S. corporation's parents. In some cases the laws of the foreign countries conflict with the laws of the United States to the disadvantage of private corporations. The Justice Department seems to keep attempting to prevent exclusive licensing arrangements which in turn leads to difficulty in negotiating such arrangements with foreigners who do not understand the U.S. anti-trust laws.

Another area of confusion comes as the result of consortiums or cartels being used by a number of foreign corporations in various areas of the world. In many cases joining forces is important and yet it is difficult for the U.S. corporation to do so.

It may be that the long run answer to this problem will come as the result of the Department of Justice taking a practical look at each situation as it arises and permitting arrangements to be made after clearance in advance. It may also be that the U.S. courts will eventually adopt different interpretations in connection with the anti-trust problems of business abroad although this seems doubtful. There is always the chance that Congress might amend the anti-trust laws but this seems even more doubtful. The only word of warning which can be passed on at this point is for any corporation to be attuned to the anti-trust problems involved in making arrangements around the world and to do its best to stay within the framework of permissible action. This of course means that such corporation must constantly keep in touch with competent counsel.

The Conclusion

It is obvious to me that world-wide competitive conditions have undergone vast changes in the past few years. These changes will continue and it is quite possible that the rate of change will accelerate in the next few years. Thus it is imperative that U.S. corporations, U.S. industry and the United States be constantly alert and sensitive to this rapid process of change and development. Any particular company or industry which does not recognize the process or which fails to take appropriate action will be quickly left behind in the competitive race. It is also essential that the United States itself retain its full strength so that it will be able to fulfill its role as the major leader of the free world.

We have asked the question whether export is enough. We have discussed various aspects of the problem and I for one have come to the conclusion that export this day and age is by no means enough. I feel that looking to export alone for support of international business is a very shortsighted point of view which in the long run will produce disastrous consequences. Each corporation and industry must actively attempt to combine export with manufacturing facilities overseas in order to remain competitive on a world-wide basis. Likewise the United States must support and promote invesment abroad in addition to promoting exports in order to help cure the existing balance of payments deficit. In summary, I believe there are a number of avenues open for expansion and development of international business and all of these avenues, rather than export alone, must be fully utilized.

Why I&M is best qualified to put your finger on the Heartbeat of Indiana and Michigan

I&M is best qualified to put your finger on the Heartbeat of Indiana and Michigan because we have all the facts gathered from the 166 communities in our service area. These facts are complete, up-to-date, and immediately available. They include information on communities, sites, transportation, leasing, financing, construction of industrial buildings, availability and cost of labor, taxes, utilities, nearness to consumer markets and industrial suppliers, basic natural resources, and many other plant-location factors. All inquiries will be held in strict confidence, and there is no obligation for this service.

Call or write:

Herman G. Steegman, Industrial Development Consultant, Indiana & Michigan Electric Company, Fort Wayne, Indiana. Telephone: Anthony 1331.

INDIANA & MICHIGAN ELECTRIC COMPANY

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AMERICAN ELECTRIC AEP POWER SYSTEM

INDIANA

Indiana presents an unusual combination of attractions—it is a mature industrial state with many of the advantages of areas only beginning their industrial development. It is eminently accessible yet uncrowded. And it combines a high level of state services with a favorable tax picture and no state debt. The next time you are passing through, stop and have a look.

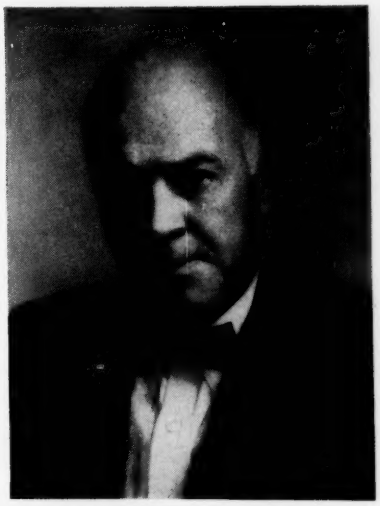
INDIANA:

Set down Thomas Jefferson and Alexander Hamilton in present-day Indiana; once they had recovered from their astonishment at the paraphernalia of modern technology, each one would say, "Now see! I was right!" The thousands of prosperous family-sized farms and the attractive small towns come close to the Jeffersonian ideal and the state's imposing industrial structure is ample justification of Hamilton's faith in sound money and centralized economic power.

Indiana's Republican Governor, Harold W. Handley, has set a course for his administration that commands the respect of businessmen everywhere. As he says:

"With central location and economical government operating without unnecessary Federal subsidies, Indiana provides industry with central location, economy of operation and a business climate unmatched elsewhere among the 50 states.

The people of Indiana and government officials, at both the state and local levels, are dedicated to the task of maintaining in Debt-Free Indiana the kind of economic climate wherein industry can prosper."



OPEN DOOR TO PROGRESS

By Frank H. Stedman

Indiana has a genius for epitomizing the American scene. It has much more than its share of the best agricultural land and the big names in American industry. It stands well above the average in desity of population, without having any overwhelmingly large metropolitan area within its borders. It is on the way to almost everywhere, but still manages to have many secluded spots where you can escape temporarily from the pressures and friction of 1960 living.

It is remarkably homogeneous; land forms, climate, population distribution and population growth are all fairly uniform in space or time. The 1960 census, for example, shows healthy increases in most of the urbanized counties without any signs of depopulation of the countryside. The few rural counties that showed declines between 1950 and 1960 avoided the drastic drops experienced by many counties in other states where farm mechanization is a recent phenomenon. Change comes to Indiana in moderate doses and the fabric of life is altered by skillful reweaving rather than by wholesale discard and replacement.

The state thus has a comfortable, homey look, punctuated here and there by a startlingly modern church, a stretch of the rapidly materializing Interstate Highway system, a gleaming new factory, or a suburban shopping center. Many residential streets of Indiana cities, however, have towering elms and maples overtopping houses with Victorian pergolas and jig-saw front porches just right for Penrod and Sam or a character out of Gene Stratton-Porter. Similar houses and trees are found all over the state on country roads, backed with big red barns and rows of bulging corn cribs and with thousands of dollars worth of farm machinery close by.

Colorful History

The first permanent settlement in Indiana, and for more than half a century the only one, was Vincennes, founded by the French as a fur trading post on the lower Wabash. Deep in the wilderness and remote from Michilimackinac and New Orleans, the two leading French establishments in the continental interior, it led a quiet and almost idyllic existence somewhat like Santa Fe's for many years. George Rogers Clark's Virginians and

Kentuckians burst in on it in 1779 and the French sided with the Americans against their distant rulers, now British rather than French.

Once Ohio was well on the way to statehood, the remainder of the old Northwest Territory was erected into Indiana Territory in 1800 with Vincennes as its capital until 1813, and settlers began to take up land along the Ohio and inland along major streams. Most early settlers came from Kentucky — as did Abraham Lincoln's parents — or down the Ohio on flat boats from western Virginia and Pennsylvania.

By 1816 the Territory, now reduced to the present limits of the state, was admitted as the 19th state, with its capital at Corydon, near Louisville. Later on, as population began to fill in farther and farther back from the Ohio, a new capital was laid out on the White River almost in the center of the state, and Indianapolis came into being.

River navigation on the Ohio and lower Wabash was speeded up by the introduction of steamboats in 1811. These routes continued to be important for half a century, but two new routes were opened up that provided more convenient access to other parts of the state. One was the National Pike, which was started from Cumberland, Maryland in 1815, and was extended successively to Wheeling, Columbus, Indianapolis, Terre Haute and St. Louis. It later became U.S. 40 and will be paralled for most of its route by the new Interstate 70.

Further north, Lake Michigan became increasingly important after the opening of the Erie Canal across New York State provided an all-water route.

Railroad construction got underway in the 1830's and by 1850 it was possible to go all the way to the East Coast by rail. Since Chicago and St. Louis were the major goals aimed at by the Eastern rail lines, Indiana came to be dominated by east-west lines that were only later interconnected to provide a complete network.

Early Wealth From Farms

As the state filled in, the survey pattern decided on in 1784 took shape, and the state was the first to be dominated by the 36-square-mile townships and square-mile sections, with quarters, eighths and sixteenths of sections the most frequent size of land holdings. You can fly over Indiana now and tick off the miles as you go, a road every mile, due north-south or east-west. Every so often you can see a complete chess board of 40-acre fields making up a square two miles on a side.

Or drive from Indianapolis to Kokomo in the summer and see mile after mile of hybrid corn and

Indiana's first capital at Corydon recalls the grace and simplicity of early Virginia churches and public buildings. The seat of government was moved from Vincennes to Corydon on admission of Indiana as a state and later was moved to a still more central location at Indianapolis.

Indiana's 150,000 farm families have farms with an average value in 1954 of $24,300, which was 19 per cent above the national average. In 1958, cash receipts came to $1.1 billion, about $7,500 per farm. Mechanization and electrification mean both greater productivity and greater comfort.

Guy Wilson and his son, shown using 4-row cultivators on part of their 700-acre farm near Kokomo, have produced 100 bushels of corn to the acre on this field. The corn is fed to beef cattle and hogs, which are the main source of income. Note the vast expanse of level land.

The nearest thing to a specialty in Indiana farming is hogs, for which the state ranks third nationally, with 4.8 million out of a total of 57 million on farms. The Indianapolis stockyards handle a large share of them and many are sent to Chicago.

soybeans, prosperous farm houses, bulging corn cribs, and thousands of pigs and beef cattle being fattened. This country was valued in 1954 at more than $300 an acre, a figure rivalled elsewhere only in central Illinois and in a few heavily irrigated areas — and of course in urbanized areas.

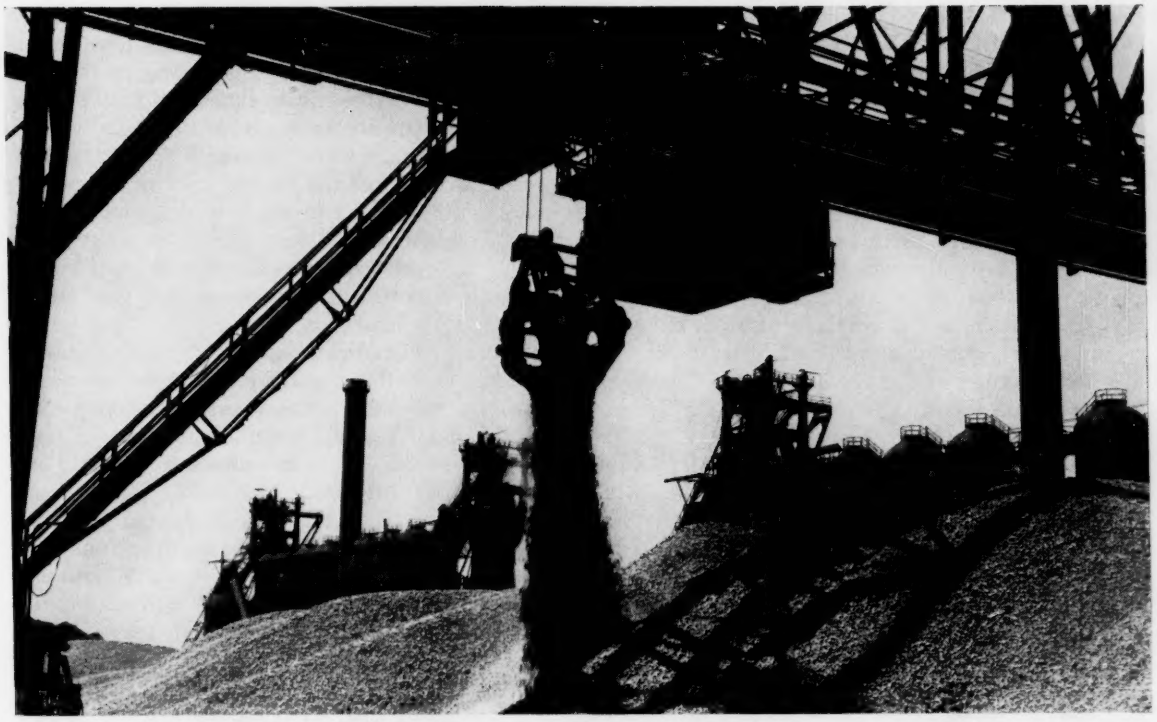
The new routes into the central and northern parts of the state brought many settlers in from the Middle Atlantic states, including groups of Quakers and German Mennonites from Pennsylvania. In some parts of the state, the carts of bearded, black-garbed Amish farmers are a common sight, and their farms are as productive as those back in Lancaster County.

The only sizeable foreign settlement at this period was of German farmers, and some villages and small towns have Lutheran and Catholic churches rather than the more prevalent Methodist and Baptist.

Agriculture continued to dominate the state up until 1900. The population of the state and leading cities is shown below with a comparison with 1960:

Area	1900	1960	Per Cent Increase
Indiana	2,516,462	4,633,395	84
Indianapolis	169,164	469,037	177
Gary	———	177,414	—
Fort Wayne	45,115	161,144	257
Evansville	59,007	140,493	138
South Bend	35,999	132,100	267
Hammond	12,376	111,316	799
Terre Haute	36,673	71,786	96
Muncie	20,942	67,975	225
East Chicago	3.411	57,086	1574
Total, 9 cities	382,687	1,227,207	221

In 1900, it took the first three cities in the state together to make even ten per cent of the population, and Gary was not even in existence. Indianapolis was already an important manufacturing center, but elsewhere most of what little manufacturing then existed was in food processing, lumber products, and other relatively simple operations characteristic of the early stages of transition from an agricultural economy to an industrial one.



Iron ore for the Gary blast furnaces of U. S. Steel is no longer exclusively the untreated Mesabi ore. Sintered taconite from the Mesabi is now a major component and Quebec ore can now come in freely by the St. Lawrence Seaway. Bulk materials handling equipment here is as elaborate as can be found anywhere in the world.

Birth of Big Industry

Elbert Gary of the United States Steel Corporation opened the new industrial age for Indiana in 1905 by deciding on a large acreage of sand dunes at the foot of Lake Michigan as the site for their major Midwestern steel plant. This site, 30 miles from Chicago's Loop, was the most convenient meeting ground for Lake Superior iron ore, limestone from Calcite, Michigan, and coal from Kentucky, southern Indiana and Illinois to be made into steel for the Western market.

From an unincorporated area in 1900, Gary became a city of 100,000 by 1930. Meanwhile, Inland Steel and Youngstown Sheet and Tube had built their own steel plants in East Chicago, and Lake County became one of the world's great concentrations of the steel industry.

Many of the long-extinct early makes of automobiles came from Indianapolis, which had previously rivaled Detroit as a carriage-making center. In those days the major part of a "horseless carriage" was wood and small bits of metal hardware, and the industry was not what we would think of as heavy industry.

With the conversion to more and more use of metal and the swift adoption of mass production methods after Ford's Model "T" came on the scene, the distinguished early makes began to disappear one by one. But this did not spell the end of the motor industry in Indiana. With steel now readily available in the state, parts plants began to spring up, not only in Indianapolis but also in the small cities of the rich agricultural belt just north and east, and farther north in Fort Wayne.

Studebaker has continued from the early days in South Bend and for considerable periods it was the chief mainstay of the community.

Steel and motor vehicles are easily the two major industries in Indiana today, but they are nothing like as dominant as motors are in Michigan or steel in Pittsburgh. Electrical machinery, notably at Indianapolis and Fort Wayne, all kinds of non-electric machinery, aircraft motors, glass, rubber goods, furniture and, of course, food products are all well represented.

The transformation of Indiana from a bucolic hinterland to a central province of Industrial America has gone far, but not far enough to oblit-

erate the scenes beloved by James Whitcomb Riley, Gene Stratton Porter, Booth Tarkington and Paul Dresser (composer of Moonlight on the Wabash). Even Lake County, which is frankly and impressively industrial, still has considerable stretches of open farm land and many high-class residential areas.

The fact that the large cities grew up just outside of Indiana — first Cincinnati and Louisville and later Chicago — has meant that the state has been spared many of the scars of nineteenth-century industrialization, and is able now to enter the picture relatively unembarrassed with the clutter of the past. Slums in its cities are notably few and circumscribed and are less crowded than in larger cities elsewhere.

The homogeneity of Indiana extends to its population. The recent steady but rarely spectacular population growth has been maintained for the most part from within the state by migration from farm to city. Only Lake County and to a less extent South Bend required a large influx of European immigrants in the period between 1900 and 1920. During World War II and Korea a fairly heavy inflow of Kentuckians and Tennesseans helped man the war plants and many of them have stayed on, although a goodly number of them still have strong ties with their home areas and return there during layoffs.

Favorable Geology And Climate

Homogeneity in Indiana begins with the land. Its highest point is only 1240 feet, and since the lowest point at the junction of the Wabash and the Ohio is 320 feet, the state has the remarkably low range in elevation of 920 feet. Only coastal plain states such as Florida and Louisiana have a lower range. Even so, much of the state is far from level, and parts of southern Indiana are definitely hilly.

The entire state is underlain by sedimentary rocks — mostly limestones, sandstones and shales — of various Paleozoic periods. In most cases the beds are almost horizontal and maintain nearly constant thickness over considerable areas. Over the bedrock lies a mantle of glacial drift, thickest in the north and either stripped away or never present over parts of the south, as the glaciers stopped short of the Ohio River in many places.

The natural vegetation over nearly all of the state was a hardwood forest, which was burned or otherwise cleared by the settlers. The fairly extensive forested areas in southern Indiana are second or third growth.

Soils over much of the state rank not far below the best prairie soils of Illinois and Iowa in natural fertility. This is especially true of the deep glacial soils derived from limestone found extensively over the northern part of the state.

In 1954, crops were harvested from 11,333,000 acres; this represents 49 per cent of the state's total land area — a proportion exceeded only in Illinois and Iowa. In fact, only nine states had a larger harvested acreage, despite the fact that 22 states had more land in farms in that year and 37 have a larger land area.

Indiana's climate is no good for growing bananas nor for sun-bathing in January, but is very nearly ideal for corn and livestock and for keeping a dynamic economy going. Mean temperatures in January range from 34.7 in Evansville to 24.6 in South Bend and in July from 78.2 to 73.4 for the same two stations. Thus the state is spared the more intense cold of winters further north and the more prolonged summer heat further south, although it gets an occasional visitation of both extremes.

Most of the state has a growing season of between 150 and 200 days. Rainfall at various stations ranges 30 to 45 inches, with the larger amounts in the south and east. Crop failure because of prolonged drought is unknown. Snow fall is no more than 15 inches annually in the south and ranges up to 50 inches in a small area southeast of Lake Michigan.

Underground Wealth

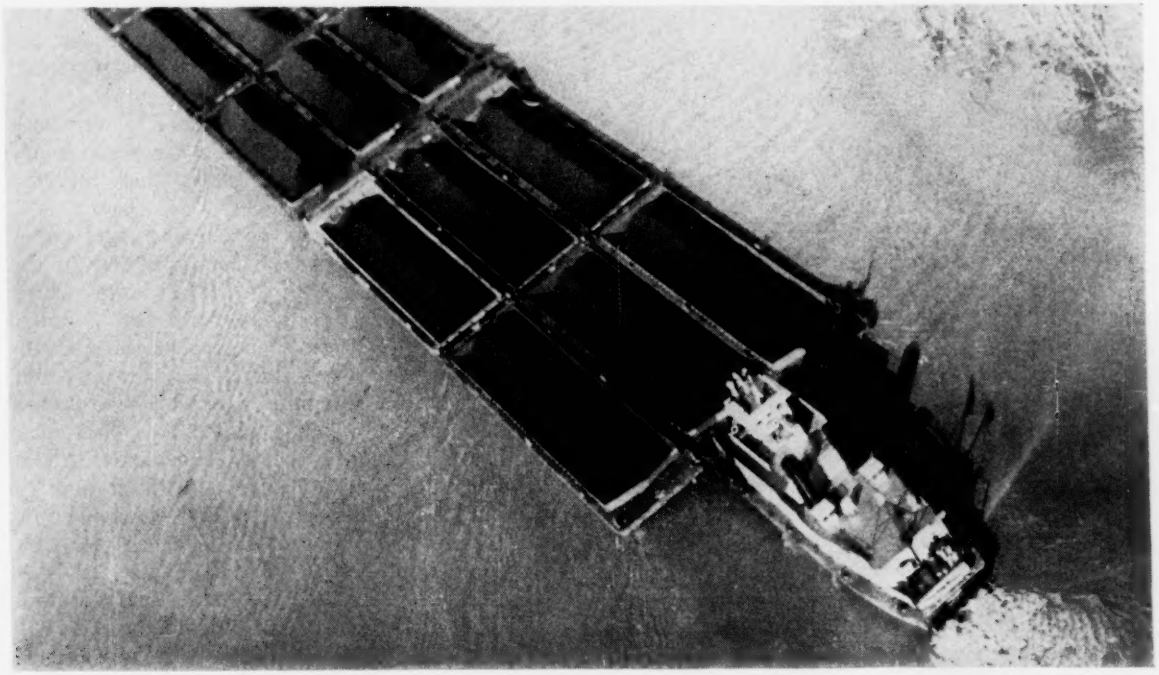
Minerals produced in Indiana annually come to upwards of $200 million. Practiclaly all of this is made up of non-metallic substances that are found in or associated with sedimentary rocks. It may seem odd that a state primarily given over to metals and metal-using industries produces no metallic ores, but this is almost equally true of Ohio and Illinois. The answer, of course, is that these states all have coal and are all conveniently located with respect to ore bodies outside the area, and are centrally located with respect to national markets.

Coal is now and has from the beginning been the most important mineral produced in Indiana. Much of the southwestern part of the state is underlain by bituminous coal beds which are estimated to contain 35 billion tons. Production reached a peak of 28 million tons in 1944 and in recent years has ranged between 13 and 17 million tons.

Two recent developments promise to reverse the previous marked decline in coal production within the state. One is improvements in the technology

Strip mines are increasingly important in Indiana with the development of enormous shovels for removing overburden. Thereafter a smaller shovel scoops up the coal for removal in large trailer trucks. This mine is southeast of Terre Haute. Power plants along the Ohio and lower Wabash provide a growing market for Indiana coal, some of it moving by direct feed into the plant.

Heading up the Ohio toward Madison, this tow of 24,000 tons of coal is typical of the massive bulk movements made possible by the 9-foot channel, enlarged locks and other improvements to navigation on the Ohio. The tow is 1,131 feet long and 105 feet wide.



of burning the high-volatile coal typical of Indiana's mines to the point where it can compete favorably in many areas that formerly insisted on low-volatile Appalachian coals. The other is the building of large power plants directly on the Ohio River and its larger tributaries to burn coal in powdered form.

If the port developments proposed in Lake and Porter counties are carried out, a considerable share of the coal expected to move by water to middle and upper Lake Michigan ports will come from Indiana mines.

Other notable Indiana mineral products are the famous limestone of the quarries near Bedford, which is prized as a building stone, and the extensive clay deposits near Brazil, where a substantial brick and tile industry has grown up.

More recently developed are the gypsum deposits of Martin County, and other deposits in Crawford County are also considered to have possibilities.

At the end of 1957, Indiana had 4,515 producing oil wells, and 1958 production was 11.9 million barrels, not far from the record of 12.7 million set in 1957. Although the state's share is only half of one per cent of the national total, it is larger than that of any state further east. Most of the wells are in southwestern Indiana, as are the relatively few active natural gas wells.

Thus the greater part of Indiana's considerable mineral wealth is concentrated in the area bounded by Terre Haute, Indianapolis, New Albany and Evansville.

Hardwoods Abundant

Indiana has 4.1 million acres of forest land, more than 90 per cent of which is in private hands. The area constitutes more than a sixth of the total area of the state, and about a third of southern Indiana, where most of it is concentrated. The largest concentration is in a belt extending from Morgan County, just southwest of Indianapolis, to Harrison County, below New Albany. A good deal of the land in this belt is more than two-thirds forested.

The state had 3,015 million cubic feet of growing stock of hardwoods in 1953, about 2 per cent of the national total. Leading species were red oaks, white oaks, and hickory. At that time, the growing stock of soft woods was negligible, but there are now 65,000 acres of pine plantations.

The net annual cut of hardwood growing stock in 1952 was 52 million cubic feet out of a national total of 3,270 million.

The state is a net importer of wood for the thriving local furniture industry and for construction, but substantial amounts of waste and marginal-quality lumber are available for particle-board or pulp manufacturers. The Purdue University Agricultural Experiment Station has prepared a report entitled "Hardwoods of Southern Indiana", which points out some of the possibilities for making use of the timber not suitable for saw logs.

Meanwhile, the timbered areas are one of the state's greatest recreational assets. The north-south belt referred to above, for example, has the large and much admired Brown County State Park and four state forests.

Water For Industry

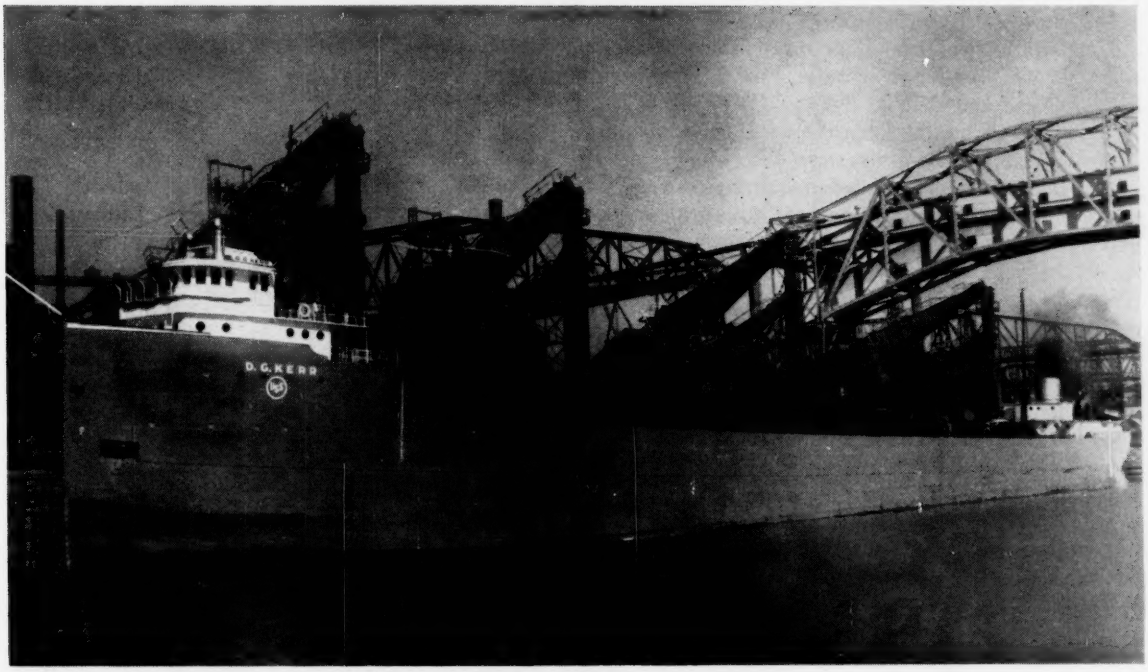
The Ohio River, with an average discharge at Louisville of 74.2 billion gallons a day and a minimum discharge of 2.6 billion, is easily the master stream of Indiana; but it actually drains very little of the state directly. Throughout its course from Pittsburgh down to its junction with the Mississippi the Ohio is a controlled waterway with a minimum depth of nine feet.

About two-thirds of Indiana is drained by the Wabash, which starts in western Ohio in Lake Saint Marys and flows generally westward almost across the state before turning southward and forming the lower portion of the Illinois-Indiana border. Its main left-bank tributary, the White River, contributes about half of its drainage area and slightly more than half of the average discharge — 7.3 billion gallons a day as compared with 7.2 billion.

Northwestern Indiana drains mostly westward via the Kankakee to the Illinois River and hence into the upper Mississippi rather than into the Ohio.

Lake Michigan, which now is the chief water outlet for Indiana goods, drains even less of the state than the Ohio. The St. Joseph River, which rises in southern Michigan, flows for 35 miles through northern Indiana before reaching South Bend and turning back northward again to enter the lake from Michigan. This river once flowed into the upper Kankakee, which now rises near South Bend; the easy portage between the two was much used by the Indians and fur traders.

A similar situation applies at Fort Wayne, where two former tributaries of the Wabash — the St. Marys and another St. Joseph — unite to form the Maumee. The Maumee is actually the old head stream of the Wabash, but it now flows in the reverse direction, eastward to enter Lake Erie at



Great Lakes ore carriers can bring down a year's supply of ore in the eight-month shipping season on the Upper Lakes. The opening of the St. Lawrence Seaway will allow these vessels to tap the new Quebec sources as well as the Minnesota ranges, which are now shipping processed taconite as well as untreated ore.

Alcoa's new Warrick Works, now complete, is a short distance up the Ohio from Evansville. The smelting plant in the foreground has a capacity of 175,000 tons, and is one of the chief components of the recent assemblage of aluminum facilities developed along the Ohio. Southern Gas and Electric's 375,000 kilowatt power plant is in the right background.

Toledo.

Thus all of the major population centers of northern Indiana — South Bend, Fort Wayne and the whole Chicago-Gary metropolitan area — occupy easy passages between the St. Lawrence and Gulf of Mexico drainage systems.

Northeastern and north central Indiana have a goodly sprinkling of small natural lakes, the largest being Lake Wawasee, which measures 4.1 square miles and is near Goshen. The largest man-made lake is Morse Reservoir north of Indianapolis, which is somewhat larger than Lake Wawasee. Other large reservoirs, partly for flood control, are under consideration on various streams.

Ground water supplies in great abundance are available from sand and gravel deposits along the courses of melt-water streams from the glaciers that still covered the state as recently as 25,000 years ago. Where the present streams follow the courses laid down during the glacial period, these sources have long been known, but many of the earlier glacial streams were masked by later glacial deposits of finer, less permeable materials. These have been uncovered by drilling in a number of cases and some extend for long distances overland where surface streams are small and give no indication of the great water resources a short distance underground.

In southern Indiana, outside the area of most recent glaciation, ground water in large amounts is apt to be localized near the major rivers, as for example in Clark County across from Louisville where it is both abundant and of high quality. Springs are abundant in the limestone areas, and many of these are large and reliable, though the water often tends to be hard.

Interlaced By Railroads

The railroad pattern is still dominated by main lines of Eastern railroads to Chicago and St. Louis. The main lines to Chicago reach out like ribs of a half open fan across northern Indiana, with the New York Central, the Wabash, B & O, Nickel Plate, Pennsylvania, and Erie from north to south and the Grand Truck and the C & O's Pere Marquette interwoven like ribbons between them.

The Pennsylvania, New York Central, and C & O also have northwest-southeast diagonals from Chicago to Cincinnati and Dayton. Crossing these are the main lines to St. Louis of the Wabash, Nickel Plate, New York Central, Pennsylvania and B & O, while the Southern and the L & N both have lines crossing parts of southern Indiana to connect Louisville and St. Louis.

Lines running generally north-south include the Chicago-Indianapolis-Louisville routes of the Pennsylvania and the Monon and the Chicago-Evansville lines of the New York Central and the Chicago and Eastern Illinois. Two Western lines — the Illinois Central and the Milwaukee — have branches entering southwestern Indiana, the former providing a connection with Indianapolis.

One of the few interurban lines still operating still connects Chicago with South Bend. Branch lines and several small independent lines tie in with the above-mentioned main lines. Several branch lines are of special importance because they provide access to the Ohio River, which is not paralleled for any considerable distance by a main line.

With such a complete and intricate network, all but two small counties out of the 92 have rail service.

Convenient Air Service

Indianapolis is the main center for air service within the state; American, Delta, Eastern and TWA among the major carriers and Lake Central and Ozark among the local service lines, as well as Slick Airways, offering freight service only, all operate out of Weir Cook Airport, which can accommodate jets.

Indiana's own Lake Central Airlines, with headquarters in Indianapolis, serves the largest number of communities in the state — the capital and Bloomington, Terre Haute, Richmond, Muncie, Marion, Kokomo-Logansport-Peru, Lafayette, and South Bend.

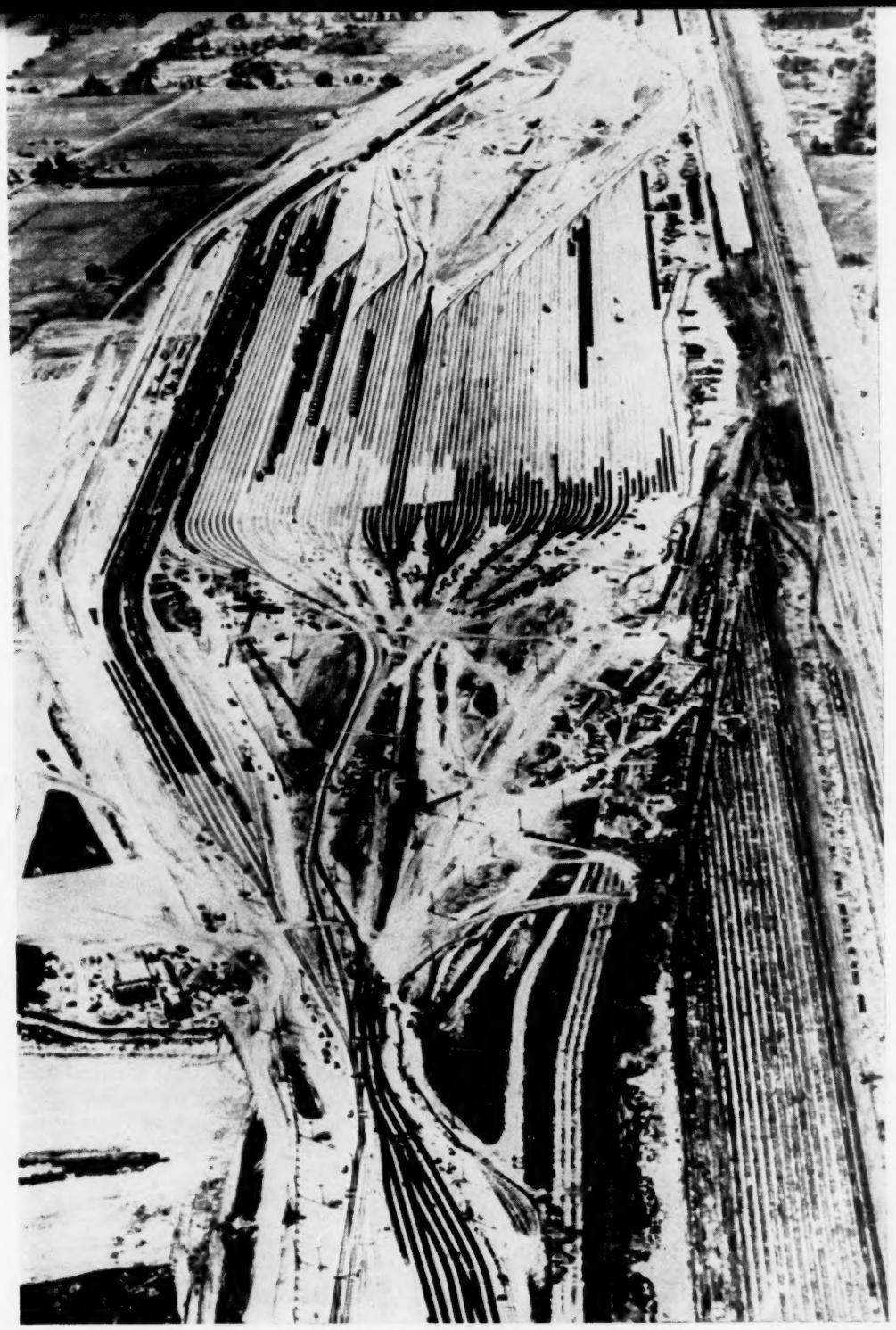
South Bend has service from TWA, United, and North Central, while Fort Wayne is served by Delta, TWA and United. TWA also makes stops at Terre Haute and Delta and Eastern at Evansville.

Many Indiana residents make frequent use of the Chicago, Louisville and Cincinnati airports; Gary residents make use of Chicago Helicopter Airways to cut down driving time. The state has nearly 200 municipal and private airports for company planes and charter flights.

Focus of Interstate Highways

Always a leader in roads Indiana will be even more important when the Interstate Highway System is complete. No less than seven routes — more than any other city will have — will radiate from Indianapolis.

The existing Indiana Toll Road near the northern border carries route numbers 80 and 90. Two



The New York Central's Gateway Yard at Elkhart is one of a number of new or expanded facilities involved in the massive freight movements across Indiana. A freight line to Detroit leaves the main line eastward to Toledo, Cleveland and New York at this point.

east-west routes will cross central Indiana, intersecting at Indianapolis. One of these is Route 70, following U. S. 40; the other, Route 74, will connect eastward with Cincinnati and westward with Peoria and Rock Island. The route to be followed across southern Indiana by Route 64 between Louisville and St. Louis is not yet decided.

North-south Route 65 will connect Chicago, Lafayette, Indianapolis and Louisville. Route 69 will enter the northeastern corner of the state from central Michigan and will pass near Fort Wayne, Muncie and Anderson on its way to Indianapolis.

When the system is complete, almost all of the state will be within 50 miles of an interstate highway. Meanwhile, long stretches of existing roads are already four lanes wide, often with median strips.

Power to Spare

The state is served by five major power companies and by a number of municipal systems, rural cooperatives and small private companies. The largest system, from the standpoints of area served, number of customers and generating capacity, is the Public Service Company of Indiana, which serves roughly the southern two-thirds of the state less the Indianapolis and Evansville areas.

Northern Indiana is divided between the Indiana and Michigan Electric Company, with headquarters in Fort Wayne and a part of the American Electric Power system, and the Northern Indiana Public Service Company, with headquarters in Hammond.

The Indianapolis metropolitan area is served by the Indianapolis Power and Light Company, while the Evansville area and several other counties in southern Indiana are served by the Southern Indiana Gas and Electric Company.

Municipal systems are found in Fort Wayne, alongside the Indiana and Michigan Electric, and in Anderson, Richmond, Mishawaka, Logansport and a number of smaller cities and towns.

A notable feature of the generating capacity, nearly all of it thermal, is the cluster of big plants on the Ohio and lower Wabash, the latter depending primarily on Indiana coal. Public Service of Indiana has two large plants on the Wabash near Terre Haute, a third on the lower White River near the Wabash, and is building what will be its largest plant at New Albany on the Ohio. The last of four 150,000-kilowatt generators is to be installed next year.

Indiana and Michigan's new Breed plant on the Wabash has a single 475,000-kilowatt turbine generator with provision made for a second. The company's other two major power stations are at Lawrenceburg on the Ohio and at Mishawaka. Northern Indiana's main plants are at Michigan City and Gary and a plant is under construction in Portage to serve Midwest Steel and eventually Bethlehem. Indianapolis Power and Light has its main plant on the White River not far downstream from the city. The company's fuel supply is drawn from 10 Indiana coal mines.

The near-monopoly of thermal plants will eventually be modified somewhat when the Markland Dam, now under construction on the Ohio above Madison, is completed. Public Service of Indiana has the power rights at the site, which is estimated to have the capability of 80,000 kilowatts.

Center of Gas Network

The major transmission companies bringing natural gas into Indiana are Panhandle Eastern Pipe Line, Texas Gas Transmission and Texas Eastern Transmission. Present natural gas production in the state is not large, but exhausted fields have a new use as storage reservoirs.

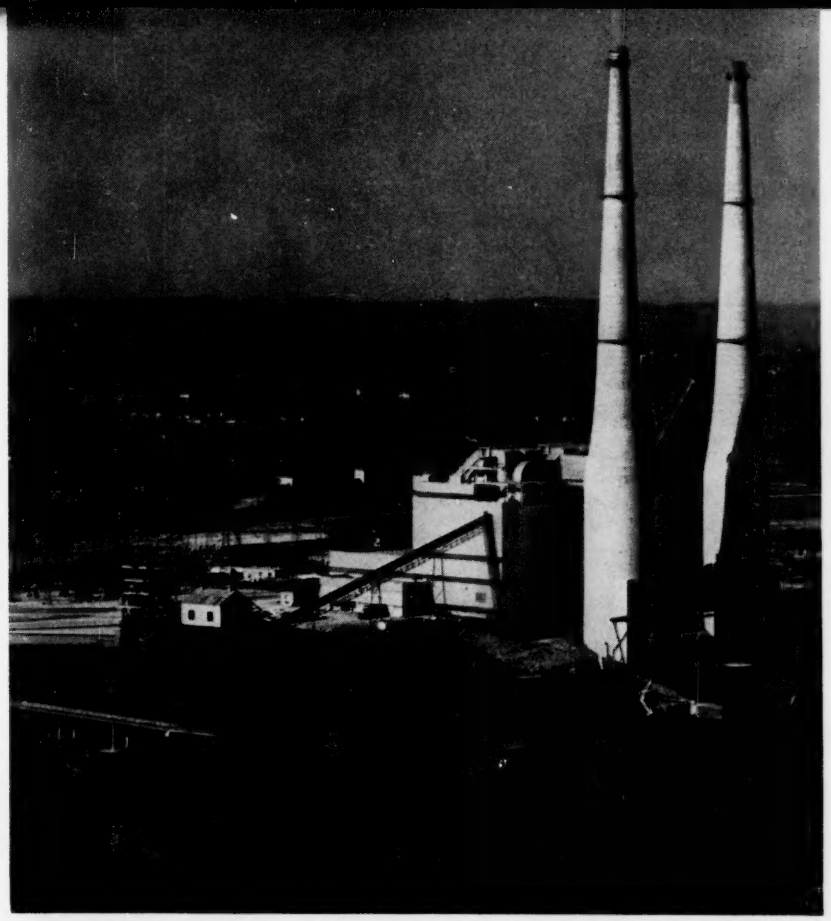
The largest gas distributing company in the state is the Northern Indiana Public Service Company, with sales of half a billion therms of natural, coke-oven and oil refinery gas. Its service area extends from the Michigan line southward to the upper Wabash Valley.

The next largest is the Indiana Gas and Water Company, with sales of 275 million therms in central and southern Indiana. Nearly all of the gas it supplies is natural gas.

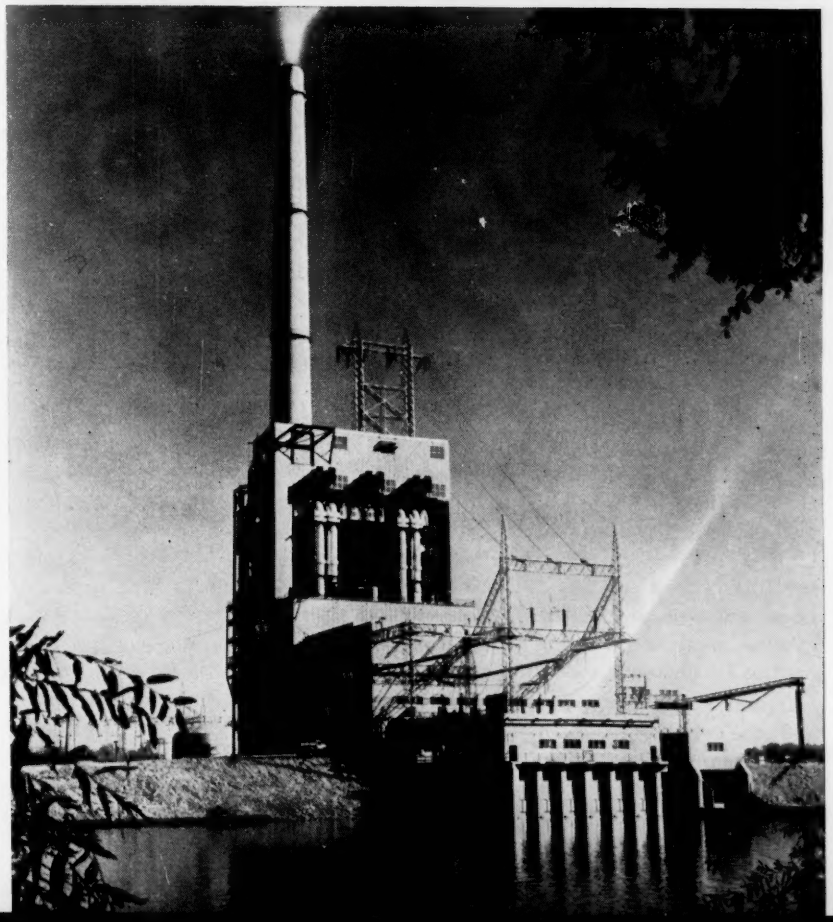
Three other utilities distribute more than five billion cubic feet, roughly the equivalent of 50 million therms. The Central Indiana Gas Company supplies the area around Muncie, Anderson and Marion, which was part of the old gas belt of the 1890's. Indianapolis has a municipal sytem supplying natural and coke-oven gas. Southern Indiana Gas and Electric serves the same general territory for gas as for electric power; all gas supplied is natural gas.

High-ranking Industry

Indiana's position as ninth in number of manufacturing employees and eighth in value added by manufacture is the more remarkable considering that it is only 11th in population. It ranks higher in number of employees than either Texas or Florida, both of which have larger populations, and it outranks these two states and Massachusetts as well in value added.



The New Albany plant of the Public Service Company of Indiana will ultimately have four 150,000-kilowatt units; the last one is to be installed next year. The Ohio River provides water for cooling and cheap water transport for coal supplies.



A 345,000-volt transmission line connects Illinois and Michigan Electric's Breed Plant near Sullivan on the lower Wabash with the company's customers in northern and east central Indiana. The plant at present consists of a single 475,000-kilowatt unit, the world's largest, with a second unit in the offing.

The classifications of manufacturing in which Indiana ranks among the first dozen in number of employees are as follows (data are from the 1957 Annual Survey of Manufactures, the latest available in any detail):

3rd in primary metals, with 99,371 employees

4th in rubber products, with 15,043 employees

5th in transportation equipment, with 101,698 employees

7th in furniture and fixtures, with 20,618 employees

7th in petroleum and coal products, with 10,686 employees

7th in stone, clay and glass products, with 26,442 employees

8th in electrical machinery, with 68,816 employees

9th in fabricated metal products, with 39,999 employees

9th in miscellaneous manufacturers, with 18,601 employees

11th in food and kindred products, with 53,081 employees

11th in chemicals and products, with 24, 792 employees

11th in machinery except electrical, with 62,838 employees

12th in printing and publishing, with 21,344 employees

One of the notable features of manufacturing in Indiana is the large number of leading companies maintaining branch plants within the state. The great majority of large concerns in the state are in fact branches of corporations with headquarters in other states. Even though this is sometimes a cause of concern for local residents, it is actually as great a recognition as could be found of the desirability of the state as a place to do business. Many states would welcome the chance to be in Indiana's predicament!

The big Detroit automobile manufacturers, Akron rubber makers, and Pittsburgh and Chicago steel manufacturers look with favor on Indiana, as do General Electric and Westinghouse. Notice that the first three groups mentioned, which are the ones in which Indiana's relative position is highest, are headquartered in states immediately north, west and east of Indiana. It thus gets an enormous overflow benefit, and at the same time avoids the difficulties sometimes associated with having all of its eggs in one basket.

In fact, such leading industrial centers as Indianapolis, Fort Wayne, Evansville, Terre Haute and Muncie are all well diversified in their output, and the first four are also leading wholesale centers as well.

In common with other Midwestern states, Indiana's range of industries is largely in the durable goods sector, apart from food products, and the non-durables such as textiles, apparel, tobacco products and leather goods are less prominent. Since wages and value added in these lines are generally less than for heavy goods, these industries are not always so sought after as the more glamorous durables, but they have the virtue of having different cycles of ups and downs, and also provide jobs for women who might otherwise have no opportunity to get into the labor force. Some Indiana communities have recognized this and are making an effort to attract firms making non-durable items.

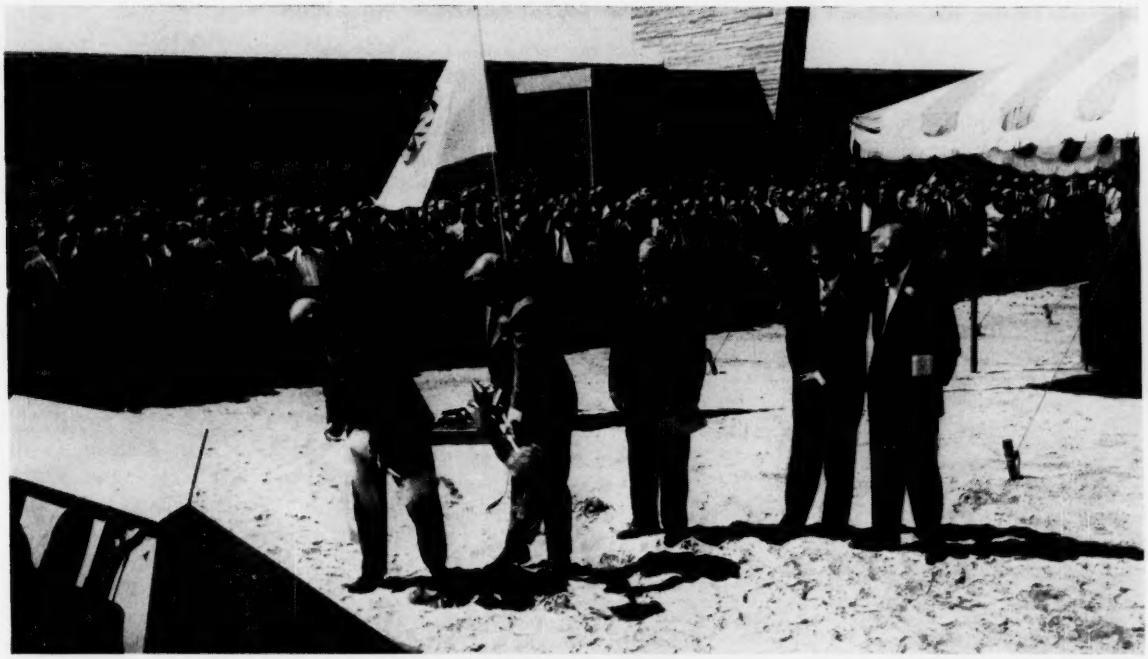
Next Big Push

Porter County, next to Lake County on Lake Michigan, is now witnessing the reenactment of the birth of Gary a half century ago. Midwest Steel, a branch of National Steel, is now well advanced in the construction of its new $102 million steel plant, the first stage in an integrated steel plant to employ 10,000 when finally complete. Initial employment when the stand of rolling mills now going up is finished will be about 2200.

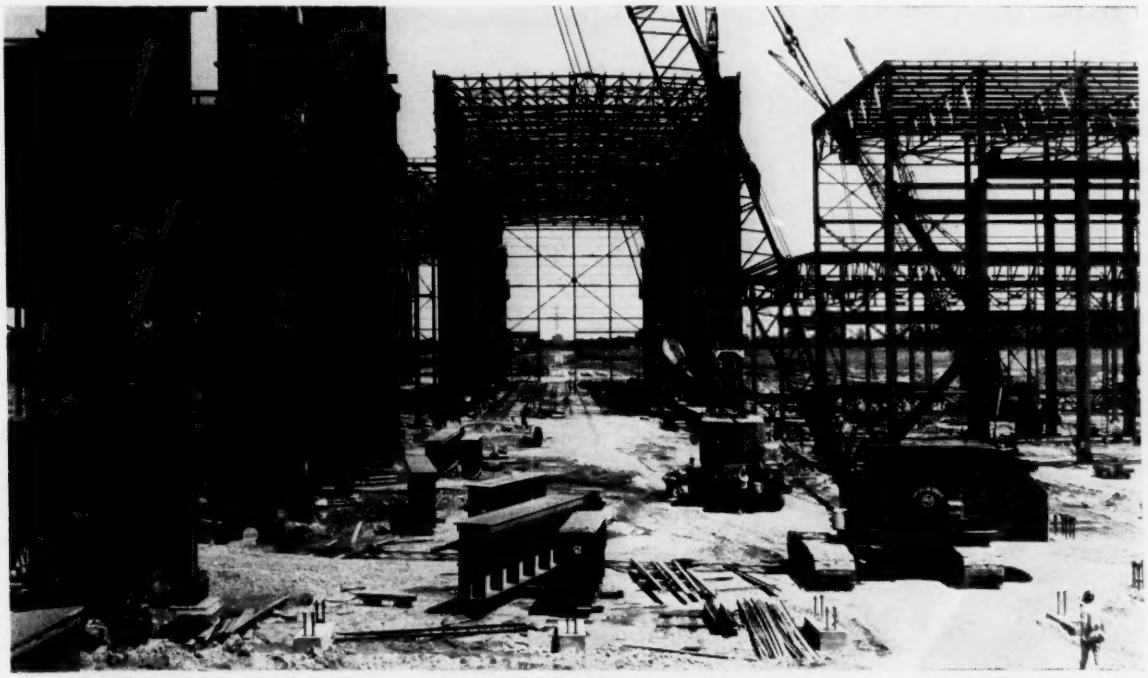
Portage township has incorporated itself as the city of Portage, which is expected to increase rapidly from its present population of 12,000 to 70 or 80 thousand. The community is determined to take full advantage of planning techniques to provide for orderly growth and the maintenance of amenities now existing and the development of new ones. The attractive new buildings of Midwest Steel indicates that the company is out to disprove the thesis that a steel mill has to be ugly.

Close by Midwest is the 4,000-acre site of Bethlehem's future home on Lake Michigan. No plans for construction have been announced, but Bethlehem recognizes as well as the other steel companies the great advantages that the Indiana lake shore offers for a large integrated plant.

The area was inevitably involved in the efforts of conservationists in Chicago and elsewhere to extend the publicly owned lake frontage as a means of preserving the dunes for recreational purposes. Indiana groups have been almost unanimous in support of industrial use of as much of the lake frontage as is required by industry, because of the great economic value to the state and the fact that a considerable frontage on the



Governor Handley and National Steel's Board Chairman, George M. Humphrey wield shovels at the beginning of construction of National Steel's vast new subsidiary, Midwest Steel. This plant is the beginning of a new industrial complex on the lake front of Porter County to rival that of adjacent Lake County. The other participants are Indiana Congressman Charles A. Halleck and company presidents Albert J. Berdis of Midwest Steel and Thomas E. Millsop of National Steel.



Westinghouse's new transformer plant at Muncie will be huge, as the 112-foot steel columns indicate. The 600,000 square feet of manufacturing and office space will be completed in late 1961.

lake including the existing Indiana Dunes State Park, will not be affected by industrial development.

Associated with the steel industry are the proposals for developing a new harbor and possible connections of existing harbors to the Cal-Sag channel now being developed in Illinois. The most advanced of these proposals is for the Indiana state government to construct a public port directly between the Midwest and Bethlehem sites, making use of portions of both properties as well as the intervening property, and serving both industries and the general shipping public as well.

Although this proposal has not yet been put into effect it has the endorsement of both companies and nothing has been done that would preclude its development. Its proponents envisage a large movement of bulk commodities and general cargo and are strongly convinced that St. Lawrence Seaway traffic into Lake Michigan will soon require much more terminal space than is now available or contracted for.

Proposals involving a connection with the Cal-Sag channel south of Chicago are much further away from fruition, as they in most cases would require substantial changes in existing roads and railroads and other facilities.

Industrial Who's Who

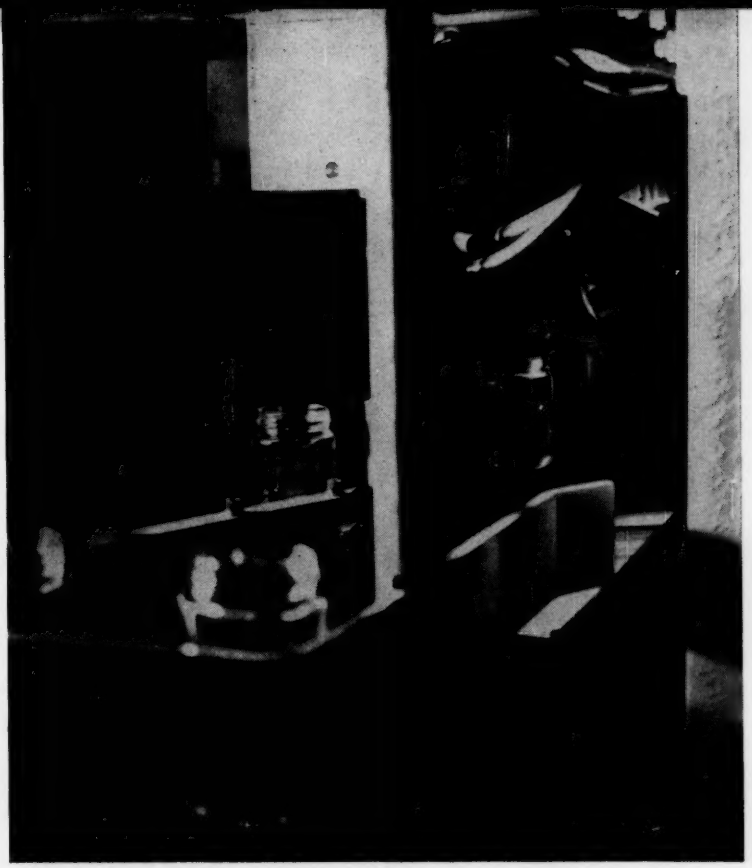
The magnitude and variety of Hoosier Industry is such that only the major employers in each of the Census Bureau's 21 categories of manufacturing can be listed below. More detail can be obtained from the "Indiana Industrial Directory", published by the Indiana State Chamber of Commerce. Most of the plants noted here have at least 500 employees and a great many have over 1,000.

The food industries are among the few primarily dependent on local raw materials, and as in most states, food industries were among the earliest to develop, at first for local and later for regional and national markets.

Leading meat packers include Kingan (a division of Hygrade Food Products) and Stark, Wetzel in Indianapolis; Swift in Evansville: and Marhoefer Packing in Muncie. Major canners are Stokely-Van Camp in Indianapolis, Star Packing in Jasonville and Orestes Canning in Orestes. The more important distillers and brewers are Schenley and Seagrams in Lawrenceburg, Drewrys in South Bend and Terre Haute Brewing in Terre Haute.

Other large processors of food or related prod-

One of the more attractive plants completed recently in east central Indiana is the Minnesota Mining and Manufacturing plant in Hartford City producing Thermo-fax products.



Technological advances in Indiana's important glass industry include an automatic inspection machine in Armstrong Cork's plant at Dunkirk, near Muncie.

One of Chrysler's major facilities in Indiana is the Kokomo plant making transmissions. The broad expanses of flat land make for considerable freedom of selection for the site-seeker and gives the plant designer plenty of room for his layout.

American Furniture, a Batesville company, has put its own line of Scandinavian-styled furniture on the market. Southern Indiana hardwoods supply a sizeable furniture industry within the state.

ucts are Central Soya in Fort Wayne, Igleheart (a cake-mix division of General Foods) at Evansville, Union Starch and Refining in Columbus, and Omar (bread) and Red Dot (potato chips) in Indianapolis.

Tobacco and textiles have never been heavily represented in Indiana, partly because of the competition of earlier-established or lower-wage areas. Two leading cigar makers are H. Fendrich of Evansville and National Cigar of Frankfort. In textiles, Wayne Knitting Mills of Fort Wayne and Chase Bag of Goshen are the largest.

Apparel is fairly well represented, with H. D. Lee of South Bend, makers of work clothes, the best known. Jay Garment of Portland also makes work clothes, while H. A. Seinsheimer of New Albany, Wilson Brothers of South Bend and Fort Wayne Tailoring are leading makers of men's wear.

A wood products concern of country-wide significance is National Homes of Lafayette, which has played a large role in making pre-fabricated housing respectable. Other important wood products firms are Republic Creosoting of Indianapolis, and a group of New Albany plywood and panelling firms such as Breece Veneer and Panel, Hoosier Cabinet, and Hoosier Panel.

Furniture is a substantial industry in Indiana, partly because of the availability of hardwoods from southern Indiana and from other leading hardwood states further south and partly because of market factors. Many of the plants are in southern Indiana, where furniture is the major industry in a number of communities, such as Jasper and Batesville.

Television, radio and phonograph cabinets are a major line, with an RCA cabinet plant at Monticello, a GE plant at Wabash, an Admiral plant at Shelbyville, and Cornwell at Paoli. Other leading furniture plants are Hill-Rom at Batesville, Hamilton Manufacturing at Columbus, Faultless Caster at Evansville, the Jasper Corporation at Jasper, Durham Manufacturing at Muncie, Simmons at Munster and Smith Cabinet at Salem.

Most of the leading paper products manufacturers in the area are concerned with packaging and containers. These include Continental Can at Elkhart, Container Corporation at Anderson, Inland Container at Evansville, Federal Paper Board at Marion, Wabash Fiber Box at Terre

Southern Indiana has considerable local industry in communities that retain the unhurried pace and small-town charm of an earlier day. This view of Jasper shows five furniture plants — Indiana Desk, Jasper Seating, Jasper Office Furniture, Jasper Wood Products, and Indiana Chair.

Batesville is another of the furniture towns of southern Indiana. Leading companies include Hillenbrand Industries and Union Furniture, both of which have expanded recently, and American Furniture, shown above.

Haute, and three Indianapolis firms — Bemis Bag, U. S. Corrugated-Fiber Box, and Paper Package. Other important paper concerns are U. S. Envelope and Beveridge Paper in Indianapolis.

Three nationally known printing companies have Indiana plants — R. R. Donnelly and Sons at Warsaw and Crawfordsville, Rand McNally at Hammond and Cuneo Press at Kokomo.

Chemicals Loom Large

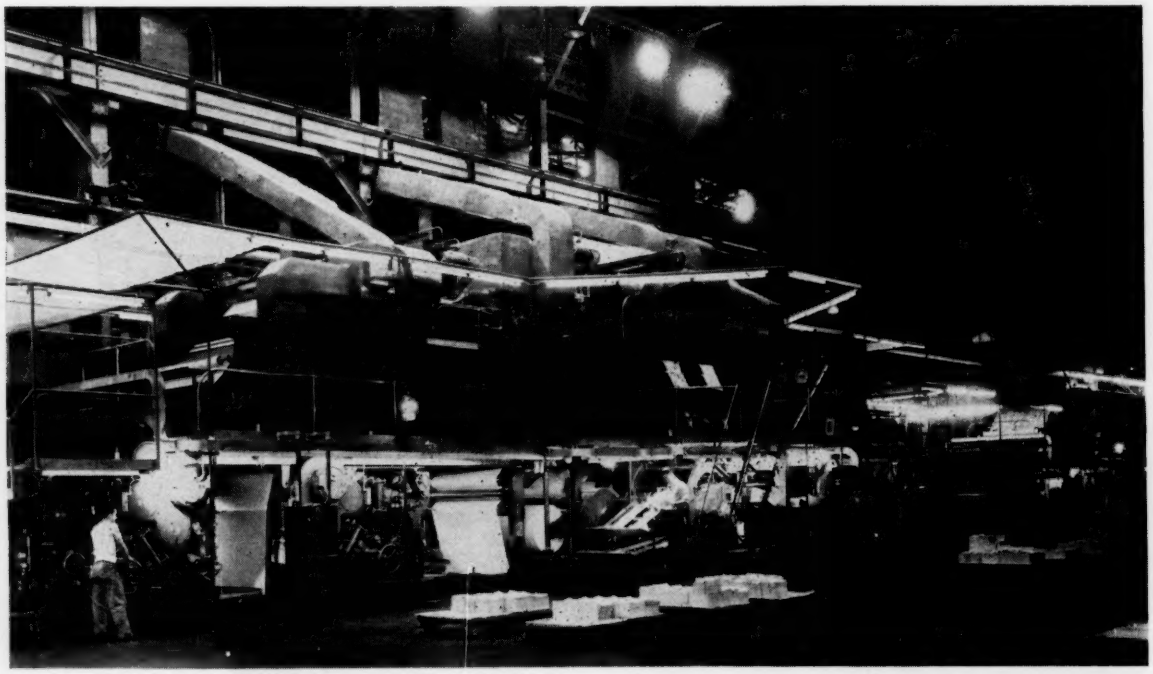
Four of the largest chemical concerns in the state are pharmaceutical and nutritional companies with local headquarters — Eli Lilly in Indianapolis, Miles Laboratories in Elkhart, Mead Johnson in Evansville, and Charles Pfizer in Terre Haute; Allied Laboratories also has a plant in Indianapolis. Other major chemical plants include Du Pont's East Chicago works, the Lever Brothers and Union Carbide plants in Whiting, Chemetron in Indianapolis and Union Carbide's Visking division at Terre Haute.

East Chicago and Whiting also form the major oil refining centers for the state, with major units of Standard Oil of Indiana, Cities Service, Sinclair and Socony Mobil. Indianapolis has a smaller Standard of Indiana plant and a local concern, Reilly Tar and Chemical. Indiana's own oil resources have given rise to a refinery at Mount Vernon owned by the Indiana Farm Bureau Cooperative Association.

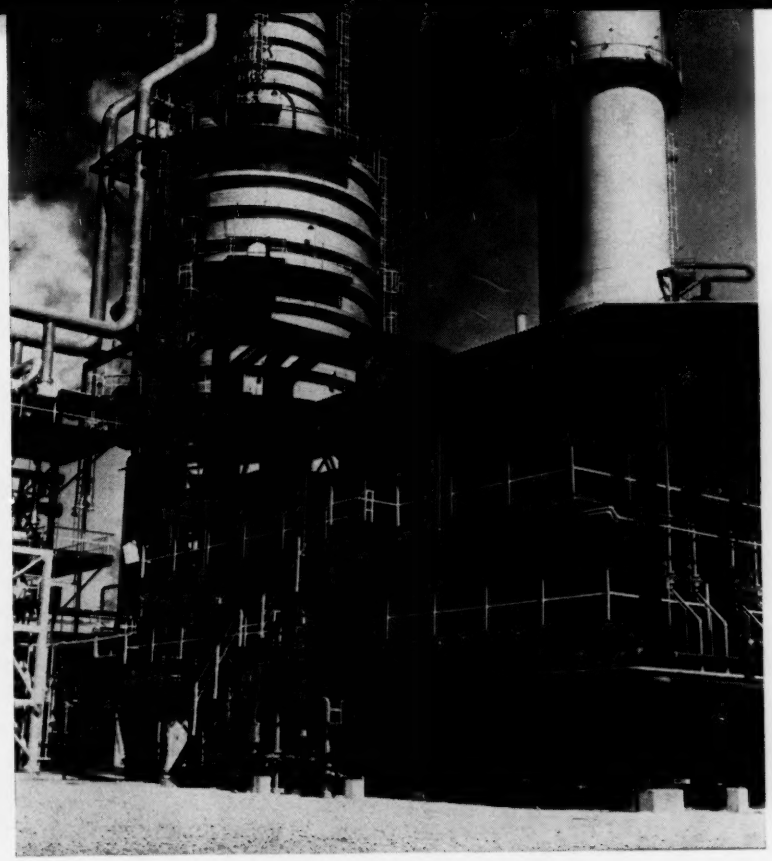
Two of the largest rubber products firms in the state are in Mishawaka—U. S. Rubber's plant making foam rubber and auto mats and Mishawaka Rubber and Woolen's plant making rubber shoes. U. S. Rubber also has a plant in Indianapolis making inner tubes and aircraft and farm implement tires. Firestone's Industrial Products Division is in nearby Noblesville. Goodrich is now starting construction of a large tire plant at New Haven, outside of Fort Wayne.

Southern Indiana is an outlying province of the St. Louis shoe empire, with a Brown Shoe plant at Vincennes and U. S. Shoe plants at Vevay, Osgood and Crothersville. Other leather plants include two glove makers—Frederic H. Burnham in Michigan City and Indianapolis Glove.

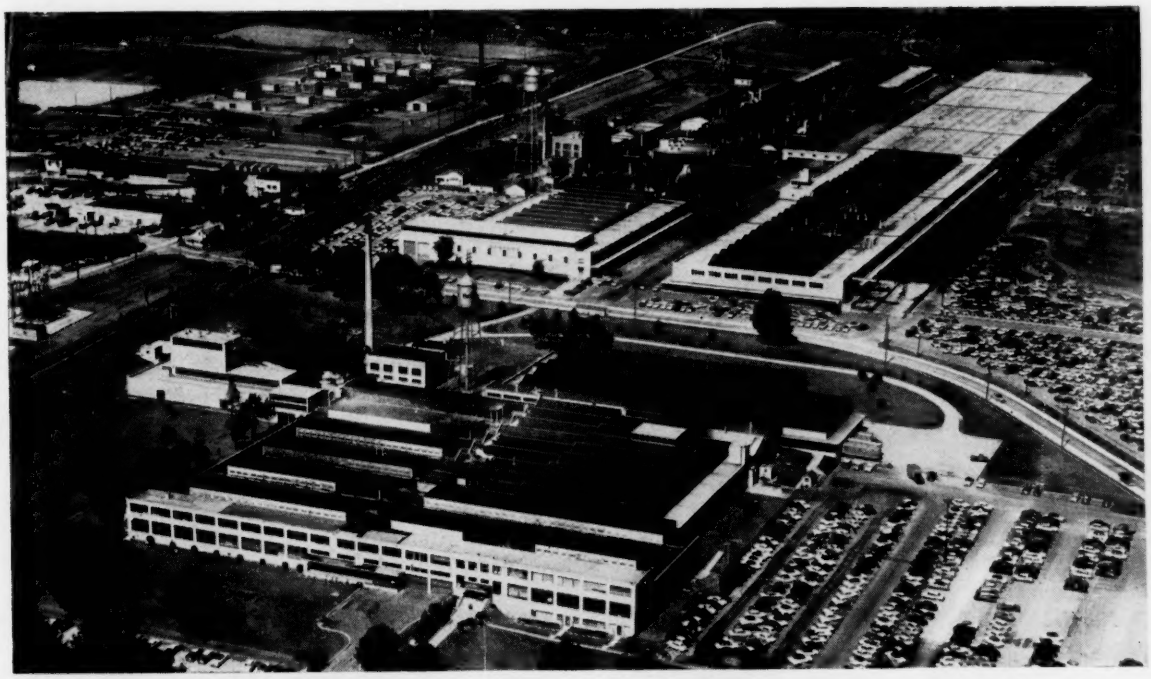
Non-metallic mineral goods are dominated by the glass industry that grew up in east central Indiana in the natural gas boom days of the Eighties and Nineties. Leading plants are Muncie's famous Ball Brothers, Dunkirk's Armstrong Cork and Indiana Glass, Marion's Foster-Forbes and Win-



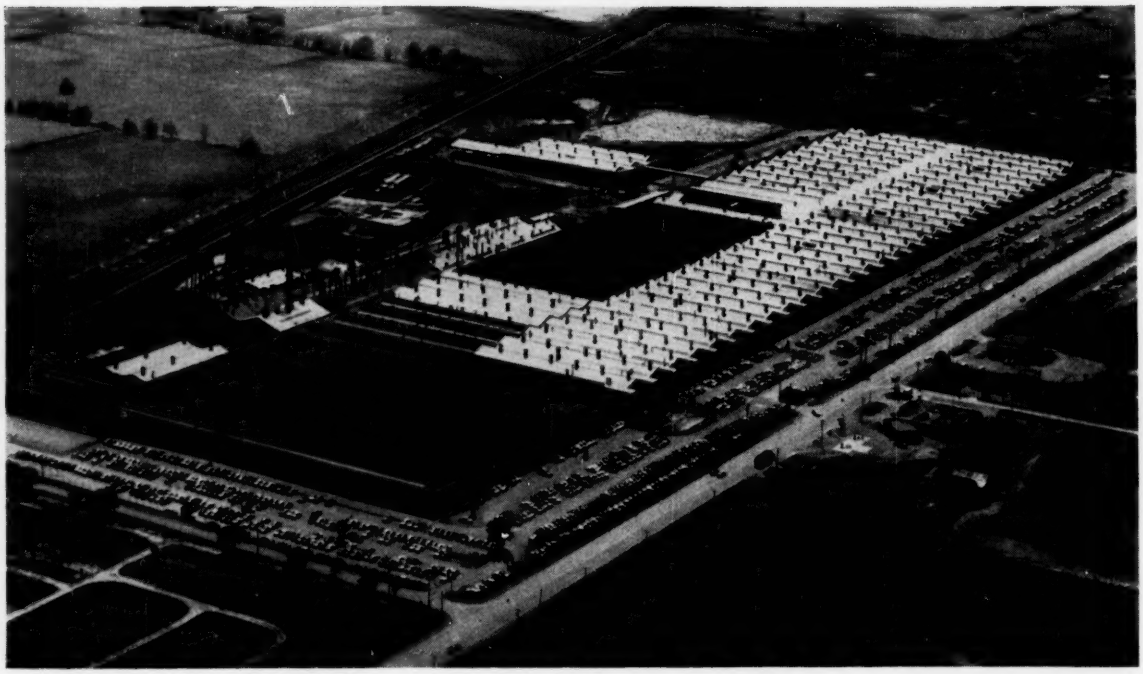
Printing millions of copies of leading American periodicals calls for enormous presses. The Cuneo Press in Kokomo prints Good Housekeeping on this machine, which moves at the rate of 1200 feet a minute.



Standard Oil of Indiana's refinery in Whiting includes the largest crude oil pipe still in the world, which can distill 140,000 barrels of oil a day. This corner of the state is one of the most heavily industrialized areas of the world.



Richmond is another of the east central Indiana cities with a complex industrial structure. The plants shown here are Belden Manufacturing's wire plant in the foreground and in the background the Avco-Crosley works making defense items.



Warner Gear, a subsidiary of Borg-Warner, makes automatic transmissions at its Plant #3 at Muncie, shown here. An addition to the plant now under construction will turn out light-weight transmissions.

chester's Anchor Hocking Glass. Indianapolis has a Fairmount Glass plant.

The clay deposits east of Terre Haute have given rise to a substantial brick and tile industry, of which Arketex in Brazil is a leading representative. The Indiana Limestone Company in Bedford is the largest processor of the famous limestone deposits. The major cement plants are those of Universal Atlas in East Chicago and Gary.

Other large plants in this group are National Tile and Manufacturing in Anderson and Continental-Diamond Fiber in Valparaiso.

Metals Now Dominant

Now head and shoulders over the rest of the state's economy is the production of steel and other metals and the whole range of metal goods. Primary production runs far in advance of finished goods in the state, in terms of tonnage, and the net export of unfinished steel is very large, but the value of finished metal products and the total employment involved in turning them out is much greater than for the basic metals.

The U. S. Steel complex at Gary, which includes the steel works proper, the Sheet and Tin Mill, American Bridge and National Tube divisions, alternates with the Bethlehem Steel complex in Baltimore for the title of the world's largest steel mill. Also among the 10 largest plants in the country are the plants of Inland Steel and Youngstown Sheet and Tube in East Chicago. When Midwest Steel and eventually Bethlehem come into production, the Indiana lake front will in all probability have a capacity greater than that of the whole world in 1900. Lake County and nearby South Chicago produce more steel in a good year than any comparable area in the world — even the Ruhr.

The first large plant in the state producing a metal other than steel is Alcoa's Warrick Works, a primary aluminum plant just opened near Evansville. Alcoa also has an extrusions plant in Lafayette.

Other important primary metals plants include Union Carbide's Haynes Stellite division in Kokomo, Standard Forgings in East Chicago and American Foundry in Indianapolis.

Fabricated metals plants are widespread over the state and are generally small and medium-sized; products include a wide range of hardware, tools, and structural items. Continental Steel in Kokomo, one of the largest, produces a wide

Link-Belt produces bearings at its Indianapolis plant. Here again the great advantage of space is apparent.

variety of wire goods and roofing and siding. Indianapolis has three sizeable plants — Bridgeport Brass, Diamond Chain and Link-Belt. Mishawaka's Wheelabrator specializes in cleaning and dust-control equipment.

Machinery other than electric is also well represented in Indiana. Whirlpool in Evansville and Cummins Engine in Columbus — a leading producer of diesel engines — are the largest firms in this field; other major concerns are Oliver, with two plants in South Bend, Allis-Chalmers in La Porte, Bucyrus-Erie in Evansville, Carrier Corporation in Indianapolis and Rex Manufacturing in Connersville.

Machine tools are produced by South Bend Lathe, Richmond's National Automatic Tool, and La Porte's U. S. Slicing Machine. Tokheim in Fort Wayne makes gasoline pumps and Michigan City's Joy Manufacturing makes mining machinery and compressors.

Electrical machinery, notably electronics, is now more important than non-electric. Most of the major national firms are represented, and there are a number of large local firms.

General Electric has four plants in Fort Wayne alone and a tube plant in Tell City. Westinghouse's large plant now under construction in Muncie will be its most important in the state. RCA has made Bloomington the center for its color TV operations, and also has a large TV plant in Indianapolis and a tube plant in Marion. Western Electric's huge Indianapolis plant makes 7 million telephones a year.

Allis-Chalmers makes industrial electric products at Terre Haute, and Phelps-Dodge has a wire plant at Fort Wayne. Farnsworth Electronics at Fort Wayne, now part of International Telephone and Telegraph, is a major producer of missiles components.

Local companies with largest employment include Magnavox, also at Fort Wayne, P. R. Mallory in Indianapolis, and Sarkes Tarzian in Bloomington. Both of Columbus' leading industries, Arvin and Cummins, although primarily in other fields, also produce electrical items.

Cars, Trains and Aircraft

Transport equipment runs slightly ahead of primary metals as the leading industry group in Indiana. Much the largest segment is motor vehicles, although aircraft is very substantial and railroad equipment is also represented.

Studebaker-Packard is the sole survivor of the early days of the auto industry as a complete operation, although International Harvester carries out final assembly of trucks at Fort Wayne. The comeback of Studebaker due to the popularity of the Lark has been very gratifying to loyal Hoosiers and especially to South Bend, where Studebaker was for a long time the chief mainstay of the economy.

The Big Three are all heavily represented in Indiana by parts plants. General Motors' largest are the Guide Lamp and Delco-Remy plants in Anderson, but they also have important Delco-Remy plants in Kokomo and Muncie, a Chevrolet truck parts plant in Indianapolis, a Fisher Body plant in Marion, a Chevrolet transmissions plant in Muncie, and a foundry in Bedford.

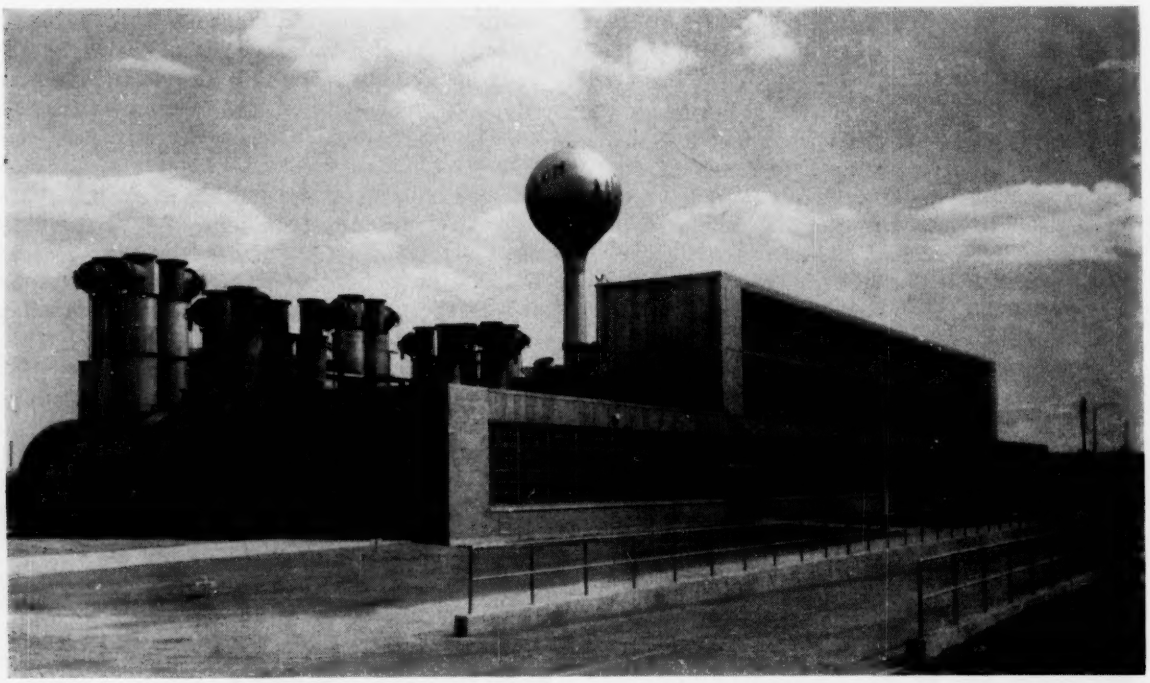
Chrysler has major plants at Kokomo and Indianapolis making transmissions and two others at New Castle making forgings and machined parts. Ford's Indianapolis plant, built in 1956, is one of the most important new plants in that area.

Some of the leading parts manufacturers are Arvin Industries in Columbus, Borg-Warner's Warner Gear division in Muncie, Stewart Warner's South Wind division in Indianapolis, and Perfect Circle, which has its larger plants in Hagerstown, New Castle, and Richmond, and is building a new foundry in Rushville. The Chase plant of the Budd Company is in Gary.

Trucks and trailers are an important part of the motor vehicle industry in the state. In addition to its Fort Wayne plant mentioned above, International Harvester has a truck engines plant in Indianapolis. Fruehauf Trailer has a large plant in Fort Wayne.

The aircraft and missiles industry in the state is dominated by General Motors' huge Allison division in Indianapolis, which has made a large share of the nation's aircraft engines, and by Bendix Aviation in South Bend and Mishawaka. Both have felt the impact of the conversion from manned aircraft to missiles, and are deep in plans to adapt their extensive skills and facilities to missile production. Utica-Bend also has a large aircraft parts plant in South Bend.

Major units of the railroad equipment industry in Indiana are the three plants of the General American Transportation Corporation in East Chicago and Pullman-Standard's single plant in



General Motors' Allison Division is the largest employer in Indianapolis. The powerful thrust of modern aircraft engines calls forth a strange complex of tunnels and columns at the rear of Allison's new test cell building.

Michigan City and two plants in Hammond.

Instrument manufacturing as such, rather than as a phase of other branches, is not yet a major factor in Indiana. Penn Controls in Goshen and the RBM division of Essex Wire in Logansport both have over 1,000 employes. Minneapolis-Honeywell has a plant in Wabash, while Continental Optical in Indianapolis and Hays Corporation in Michigan City are other firms in this field.

The miscellaneous category includes musical instruments, for which Elkhart is internationally known because of its band instrument firms, Conn and Buescher. It also includes toys, represented by Junior Toy in Hammond and South Ben Toy Manufacturing. Other firms in this class are Kent Plastics of Evansville, Herff Jones of Indianapolis — they make class rings and trophies — and Blocksom of Michigan City, who make hair products.

Not included in any of the above categories are two defense plants — Avco Manufacturing's Crosley division in Richmond, which makes nose cones for the Titan, and the government-owned Indiana Arsenal at Charlestown, which is operated jointly by Du Pont and Goodyear.

Thriving Capital

Indianapolis has no serious rival for leadership in the state, although its position is far less commanding than Chicago's in Illinois or Detroit's in Michigan. Between 1950 and 1960 population growth in unincorporated areas outside the city limits was greater than within the city, and even Marion County's total population of 690,212 somewhat understates the true size of the city, since all of the neighboring counties are now spurting ahead — an indication that they are beginning to receive an overflow from Indianapolis.

Meanwhile, Marion County leads the state in manufacturing employment (it has been nosed out by Lake County for value added by manufacture) and it has a commanding position in wholesale and retail trade, bank deposits, and most other indices.

Much of Indianapolis's position is due to elements other than manufacturing. As the state capital, the regional headquarters of a number of federal agencies and the site of Fort Benjamin Harrison, it has many government employees. It is the headquarters for the American Legion, for many state-wide associations, and for several in-

One of Indianapolis' largest and most impressive plants recently built is the mammoth Western Electric factory producing telephones.

A pit crew works fast at the Indianapolis Speedway to make sure of a good qualifying run for Roger Ward.

surance companies, including American United Life Insurance. With an important symphony orchestra, a distinguished art museum, the Bobbs-Merrill publishing house and its own Butler University, it is a considerable artistic and intellectual center.

The Indianapolis Speedway, an outgrowth of the city's early interest in automobiles, will round out a half-century of racing next year. The speedway races in a sense, are to Indianapolis what the Derby is to Louisville.

The Industrial North

Lake County is the Cinderella of Indiana. The dunes and swales at the foot of the lake were not attractive to farmers, and settlement came late, but the growth of Chicago brought into being a close web of rail lines across Lake County aimed at the Windy City. The founding of Gary showed the enormous possibilities of the area as a site for heavy industry.

Not content with being an industrial suburb of Chicago, the area has moved forward in recent years to develop its own services and amenities. The Gary Chamber of Commerce has taken the lead in seeking out light industries to vary the local industrial base, and is pushing hard for a comprehensive plan to remodel the downtown business section to make the city attractive to the southward-moving flood of suburbanites.

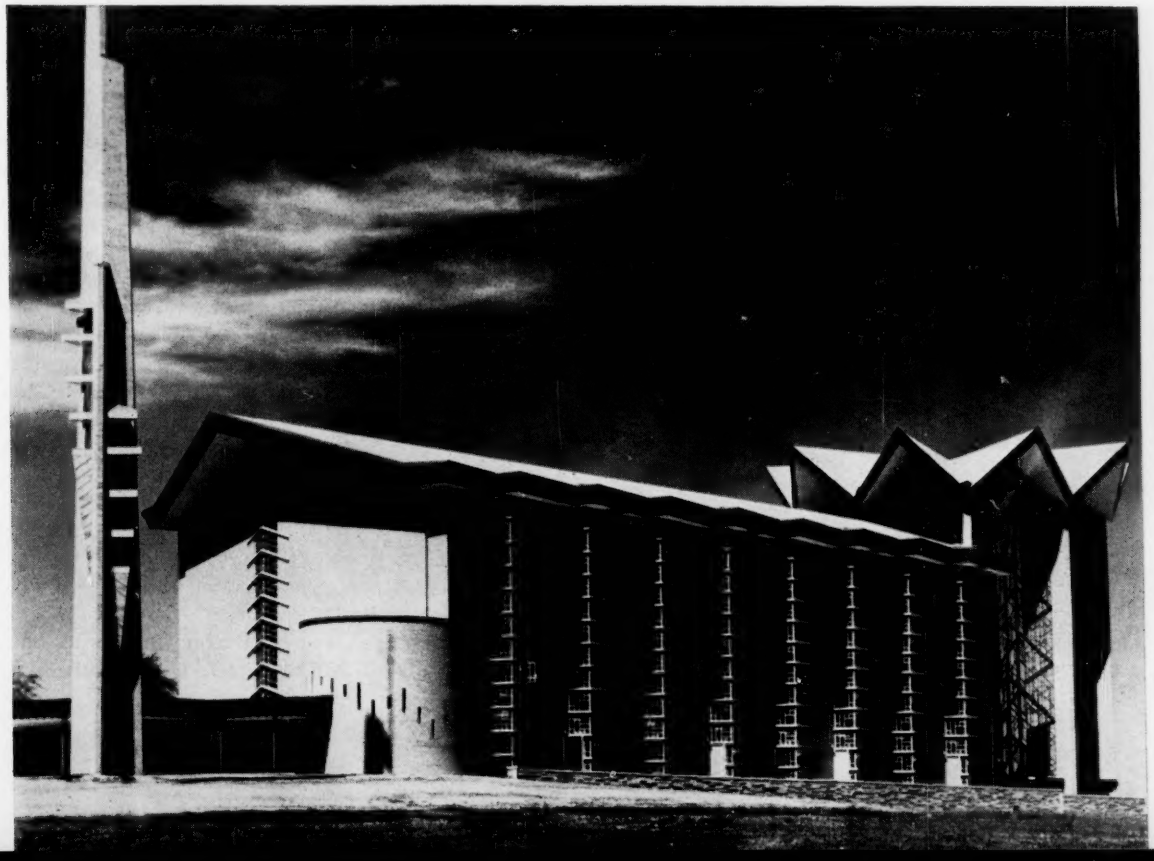
Purdue University's Calumet Center in Hammond and Valparaiso University, which has a strikingly modern new campus in neighboring Porter County, are helping to break the educational dependence of the area on down-state or Chicago institutions not in close touch wtih its needs.

Meanwhile, the expanding network of expressways make it far easier than formerly to reach the attractions — and markets — of downtown Chicago.

Fort Wayne has its own little empire in the northeastern part of the state, and extends its influence well into northwestern Ohio. It is over 100 miles from Chicago, Indianapolis and Toledo, and thus escapes their influence in many fields.

It tends toward a specialization in electrical and electronic goods, but its manufacturing rivals that of Indianapolis for its diversity. The most recent acquisition is Goodrich, which will more than fill the gap in variety left by the loss of U. S. Rubber some years ago.

One of the more distinguished buildings on Indianapolis' famous Meridian Street is the Scottish Rite Cathedral (above). Nearby are association headquarters, museums, leading churches and other notable evidences of the fact that the city is the social and cultural as well as the economic and political capital of the state.
Valparaiso University, a rapidly growing Lutheran-sponsored college in Porter County, has recently expanded to a second campus on the edge of town, and its Memorial Chapel (below) typifies the exciting new architecture drawing visitors from all over the world.



Fort Wayne has a large and metropolitan-looking business district dominated by the Lincoln National Bank, which is Indiana's tallest building. More meaningful for the city's development is the outstanding work done by local businessmen, led by the Chamber of Commerce, to investigate every phase of the business climate of the city.

One of the results of this survey was the setting up of parallel business and labor organizations to provide united support for an urban redevelopment program to be partly financed by a one-mill increase in the tax rate.

Forward steps in zoning within and beyond the city limits and eventually in all of Allen County are another sign of progressive local attitudes, and another feather in the city's cap is the unusual agreement of Purdue and Indiana Universities to consolidate their local extension facilities on a projected 200-acre site to be purchased with $200,000 raised locally for that purpose.

All these plus factors and other helped weight the scales in Fort Wayne's favor in the site decision by Goodrich for its plant, which is to have 862,000 square feet under roof.

South Bend-Mishawaka, rejoicing in Studebaker's rejuvenation and caught up in the missile age because of developments at Bendix, has been nationally publicized for its civic revival and now speaks confidently of its "Valley of Promise". Rockwell Spring and Axle's plant making bumpers is one of the area's recent acquisitions.

Indiana's Dixie

Southern Indiana, with the bulk of the state's timber and minerals and with the state's largest pool of underemployed farm labor, has sizeable furniture, clay products, and stone products industries. It has recently become a substantial producer of electronics, notably at Bloomington, and of diesel engines and auto parts at Columbus. One notable feature of the area is the wide radius of commuting that prevails, with the result that even a small town becomes a feasible location for a plant employing many hundreds.

Evansville looks toward the Ohio River's magnetic attraction for plants requiring quantities of water, coal and cheap water transportation to continue the trend started by Alcoa's location of a large facility in the area. It has a large tri-state trade area and a wide variety of existing industry.

Favorable Taxes

Two of the major attractions embodied in the highly favorable business climate of the state are its pay-as-you-go financial policy and the permissive, rather than compulsory, features of its labor legislation.

The state has relied since 1933 mainly on a gross income tax, currently levied on manufacturers at the rate of ⅜ of one per cent on intra-state retail sales for processing or re-sale, and at the rate of 1½ per cent of the gross of other receipts derived from Indiana. Goods sold in interstate or foreign commerce are not subject to the gross income tax law.

Other state taxes fall mainly on the consumer, such as the gasoline, liquor and cigarette taxes. Property taxes are left almost entirely to the local taxing districts, and there is no sales tax, nor is there a corporation or manufacturers' tax.

The constitutional prohibition against a state debt has resulted in substantial savings to taxpayers, who are not faced with a big interest burden. Careful management of expenditures and scheduling of improvements has enabled the state to maintain a high level of services within the pay-as-you-go limits.

Last year the state established 33½ per cent as the standard ratio at which tangible property is to be assessed for taxation by local districts.

Of the industrial states, Indiana is among the lowest in the unemployment compensation contribution rate, which is 15 per cent lower than the national average.

Indiana passed its "right-to-work" law in 1957 and voted down efforts to repeal it last year. In some cases, unions have been able to require non-union workers to make contributions in lieu of dues as recompense for the benefits obtained for all workers in collective bargaining. There is no state minimum wage or maximum hour law, and the state Fair Employment Practices Act calls for voluntary procedures.

Educational Opportunity

The two state universities, Indiana and Purdue, have long since outgrown the small-college status they once held with respect to the other Midwestern state universities. Indiana now has 22,000 students, a faculty of 2,500 and one of the most extensive plants in the country. Purdue's reputation as one of the leading engineering schools in the country is well deserved, and the research done there has been a significant factor in the operations of many Indiana manufacturers.

Indianapolis has its own Butler University, and South Bend has Notre Dame. De Pauw University

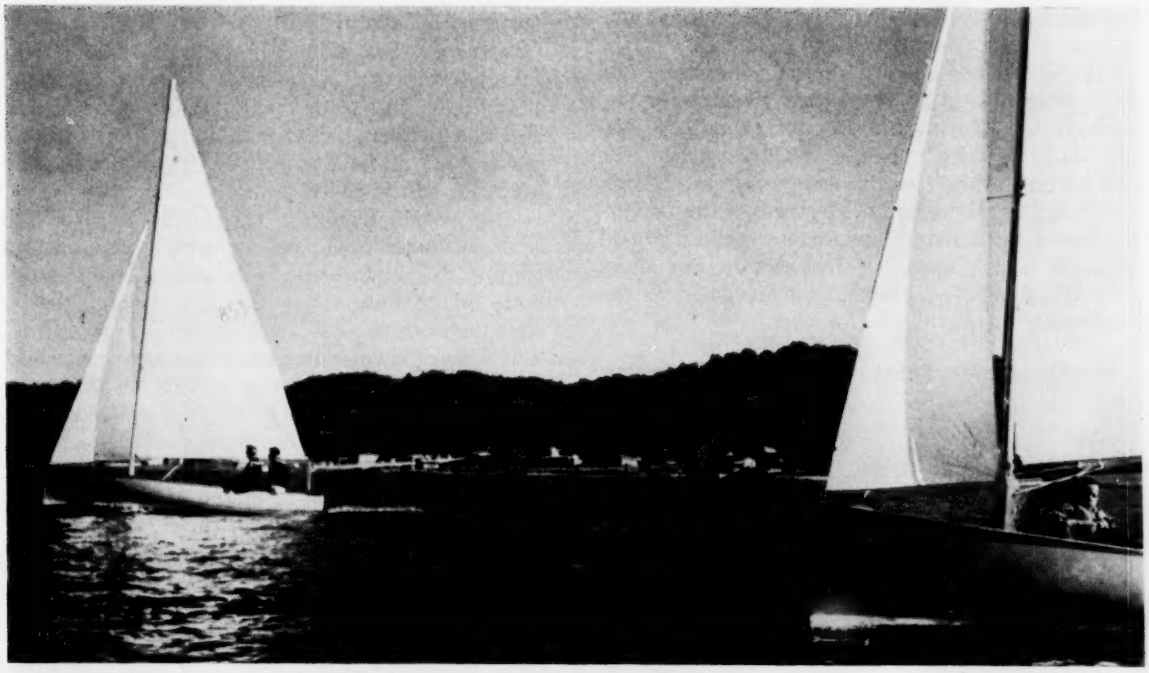
at Greencastle is another of the state's most highly regarded schools. Smaller liberal arts colleges such as Earlham in Richmond, Manchester in North Manchester, Wabash at Crawfordsville, and Valparaiso also maintain notably high standards.

Sports for All

Hoosiers do not have to look far when the chance comes to ease up and relax. Big-time football fans have their choice of Notre Dame, Purdue and Indiana, and basketball has more enthusiastic and knowledgeable supporters within the state than anywhere else in the country; it also has a good proportion of the major teams. Water sports center in the northern Indiana lakes in the summer, and hunters find a wide variety of game in the southern Indiana woodlands in the fall.

Lake Michigan is a leading playground, both within Indiana and farther north in Michigan. Much of Indiana is within easy driving distance of the summer and winter resorts in northern Michigan and Wisconsin, while the Kentucky mountains

Indiana is the world capital of basketball, and one or another of its teams can usually be found near the top in national rankings.



Lakes and reservoirs are well sprinkled around the state. This is Lake Lemon, a rendevous for sailing enthusiasts east of Bloomington.

Lt. Governor Crawford F. Parker, who as Commissioner of Commerce has over-all supervision of the Indiana Department of Commerce and Industry, casts an appreciative eye at new evidence of the state's attractiveness to industry. At his left are T. W. (Ted) Schulenberg, the Executive Director, and Donald R. Bowles, Research Associate, and Harry M. Palmer, Development Associate, is at his right.

are accessible from the southern part of the state. French Lick, in southwestern Indiana, is an internationally famous resort.

Indianapolis has its own Civic Theater, as well as road shows from Broadway, and many of the smaller cities have lively amateur theatrical and musical groups with occasional visits by noted professionals. During the summer, straw hat theaters do a thriving business at Culver, Nashville and several other centers. Lafayette and Bloomington are of course notable because of the university background, which insures a constant stream of noted literary and cultural events. For those demanding big-city diversions, Chicago is within easy reach.

THE INDIANA REPORT

This survey of industrial location factors in Indiana was prepared under the auspices of the Indiana Department of Commerce and Industry. Reprints may be obtained from T. W. Schulenberg, Executive Director of the department, at 140 North Senate Avenue, Indianapolis 4, Indiana.

I. D. Authorities

The Indiana Department of Commerce and Industry under the over-all supervision of Lt. Governor Crawford F. Parker, has T. W. Schulenberg as its Executive Director. Because of his innumerable trips to consult on both industrial promotion and municipal planning activities; Ted Schulenberg is intimately familiar with all parts of the state. His office is an obvious starting point for state-wide information.

Also in Indianapolis is the outstanding Indiana State Chamber of Commerce, which has played a leading role in fostering a favorable business climate in the state and which keeps close tabs on state legislation and administrative procedures.

The five power companies that cover most of the state have detailed information on the areas they serve. Indiana and Michigan's Industrial Development Consultant, Herman G. Steegman, and Indianapolis Power and Light's Royer K. Brown, Director of its Area and Market Development Department, are two of the power company men able and eager to give detailed answers to inquiries.

Alert chambers of commerce, notably in Indianapolis, Gary and Fort Wayne, are prime sources of local information, including details on individual sites.

INDUSTRIAL DEVELOPMENT MANUFACTURERS RECORD

MANUFACTURERS RECORD

THE INTERNATIONAL SUMMARY OF PLANT LOCATION NEWS ESTABLISHED 1882 VOLUME 129 NUMBER 11

By Arnett Custer

CAMDEN, NEW JERSEY. Monsanto Chemical Company has acquired 650 acres on the Delaware River for the construction of a multi-million dollar phthalic anhydride and phthalate ester plasticizer facility. By early 1962 the production of ingredients presently in short supply will be increased by thirty percent and fifty percent respectively for the company. This will be their third plant in this field and their largest in New Jersey. The product gives flexibility to many plastic goods and the major eastern market can be better serviced upon completion of the unit through a new source of a vital raw material.

JOILET, ILLINOIS. Phosphoric acid for high analysis fertilizer will be produced by April 1961 at Olin Mathieson Chemical Corporation's one-and-a-half million dollar plant. Capacity is estimated at fifty thousand tons a year with a seventy-five percent concentrate product. Two other plants are underway for the company in 1960—Saltville, Virginia's hydrazine (for Titan missile fuel) and Charleston, Tennessee's chlorine and caustic soda (valued at thirteen million dollars with a capacity of 180 tons per day).

SAN FRANCISCO, CALIFORNIA. Crocker Industrial Park gains Dohrmann Hotel Supply Company's multi-million dollar manufacturing and supply plant. The six-acre building will be centered in Bay Area activity with 74,000 Sq. Ft. utilized for production of food serving supplies and equipment.

MOGADORE, OHIO. The General Tire & Rubber Company plans a two-and-a-half million dollar Tire Test Center to be in operation by late 1961. The new aircraft tire dynamometer by Adamson United will be among the other latest developments in testing equipment being installed.

The following is a summary of major industrial plants in the United States, Canada, and foreign countries, reported to INDUSTRIAL DEVELOPMENT during the month of July, 1960, by industries and industrial development organizations.

Number of employees is indicated by the code: A(Under 25); B(25-100); C(100-250); D(250-1,000); and E(over 1,000).

ALABAMA

Columbiana — Narolastic Co., Est. date of Oper. early 1961. $250,000. (C).

Florala — Lockhart Lumber Co.; dressed lumber dimensions. In Oper. $500,000. (B).

Greenville — Acme Equipment Co.; air conditioning units, refrigeration machinery. Under Constr.

Montgomery — Wilbanks Rubber Mfg. Co., Ben Wilbanks, Pres.; tread rubber for recappers. Est. date of Oper., Fall 1960. 25,000 Sq. Ft. (A).

Phenix City — Rock City Box Co., James Morris, Pres.; paper boxes. Immed. Constr. $175,000. (B).

ALASKA

No Plants Reported.

ARIZONA

Tucson — R. E. Darling Co., Inc., R. E. Darling, Offl.; silicone rubber oxygen and airpressure tubing. $250,000. (B).

Tucson — International Fiberglass, Inc., O. T. Branson, Offl.; fiberglass articles. (B).

ARKANSAS

Guion — National Silica Co.; silica, fracturing sand. In Oper. 800-acre site. $500,000.

Jonesboro — Crane Co., Ford Cowing, Gen. Mgr.; plastic toilet seats. Est. date of Oper. 1961. $250,000. (A).

Osceola — American Greeting Card Co.; gift wrapping paper and ribbon. 100-acre site. 575,000 Sq. Ft. $3 million. (D).

Searcy — Heard Sausage Co., Inc.; sausage mfg. and pkge. Est. date of Oper. Dec. 1960. $60,000. (A).

CALIFORNIA

Anaheim — Plax Corp., Robert F. Elder, Pres. (Subs. Contanto Chem. Co. & Emhart Mfg. Co.); plastic bottles, polystyrene sheets. Est. date of Oper. early 1961. 18.5-acre site. 67,000 Sq. Ft.

Berkeley — Tinsley Laboratories, Inc.; astronomical telescopes and optical systems. Est. date of Oper. Jan. 1961. 20,000 Sq. Ft.

Buena Park — Baby Formulas, Inc.; baby formula and food mfg. and whse. Plans announced.

City of Industry (La Puente) — Colton Chemical Co. (Div. Air Reduction Co., Inc.); mfg., whse. & utility facilities. Under Constr.

Cupertino — Vega Electronics Co.; microphones, public address systems. 7-acre site. 10,000 Sq. Ft. (D).

La Verne — Conrad Devine Artisans; custom furniture. In Oper.

La Verne — Ogilvie & Vaskov; flexible tubing for steel mills, railroads, and atomic reactors.

Lockeford — Centriline Corp. (Div. Raymond International); cement for pipeline. 30-acre site. $750,000. (B).

Lockeford — Graver Tank & Manufacturing Co. (Div. Union Tank Car Co.); steel pipe. 20-acre site. $1.5 million. (C).

Los Angeles — Collier Carbon & Chemical Co. and Tidewater Oil Co.; napthalene. Est. date of Oper. late 1961. $Multi-million.

Los Angeles — Westland Plastics, Inc. Est. date of Oper., Dec. 1960. 5.5-acre site. 40,000 Sq. Ft.

Montebello — Metallurgical Consultants, Inc., F. J. Robbins, Pres.; furnace brazing and metal processing. Est. date of Oper. Nov. 15. 1.5-acre site. 12,000 Sq. Ft. $120,000.

Newport Beach — Magnetic Metals Co., Roy Arcand, Mgr.; missile tape-wound cores, stocking of transformer laminations, other magnetic products.

San Diego — Elevator Electric Co.; elevators. Est. date of Oper., Jan. 1961. 5.7-acre site. 33,000 Sq. Ft. (C).

San Francisco — Dorhmann Commercial Co. & Dohrmann Hotel Supply Co., H. D. Pischel, Pres.; food service supplies and equip., mfg. & whse. Est. date of Constr. early 1961. Est. date of Oper., Fall 1961. 13-acre site. 280,000 Sq. Ft. $Multi-million. (D).

San Jose — Shockley Transistor (Div. Clevite Corp.), Dr. William Shockley, Dir.

Est. date of Oper., late Spring 1961. 10-acre site. 32,000 Sq. Ft. (D).

Santa Ana — Studebaker-Packard Corp., CTL Div.; missile components, high temp. plastic products. Under Constr.

Stockton — Traveler Manufacturing Co. (Div. Stanray Corp.), James E. Cassil, Mgr.; aluminum & fiberglass outboard boats. Plans announced. 27,000 Sq. Ft.

Tracy — Challenge Stamping & Porcelain Co.; enameling plumbing fixtures and architectural paneling. 50,000 Sq. Ft. (B).

COLORADO

Boulder — Developmental Engineering Corp., Arthur D. Watt, Dir.; basic & applied research in communications, electronics, geophysics. Est. date of Oper., Spring 1961. 47-acre site. $250,000. (B).

Denver — Brannan Sand & Gravel Co.; wash gravel, $250,000. Hot mix asphalt, $200,000. Plans announced. (C).

Denver — Crowe Specialty Foods, Marvin N. Crowe, Pres.; cookies, English muffins, corn snacks. Est. date of Oper., Nov. 1960. 20,000 Sq. Ft. (A).

Denver — General Services Administration Services, Otto Klein, Reg. Comsr.; federal supply depot. 775,000 Sq. Ft. $7.2 million.

Englewood — Wilkerson Corp., Harold Sampson, Pres.; pressure regulators, air cleaners, filters, lubricators, separators for air lines. Est. date of Oper., late 1960. 3-acre site. 20,000 Sq. Ft. $160,000. (B).

Mead — Space Age Instruments (Div. International Sports Equipment Co. & Mountain States Instruments); astronomical telescopes mfg. & whse. Plans announced. 13,000 Sq. Ft. (A).

Pueblo — Linde Co. (Div. Union Carbide Corp.); oxygen. Est. date of Oper. March 1961. 2-acre site. $2 million. (A).

CONNECTICUT

Berlin — New England Machine & Tool Co.; milling machines. Under Constr. 20,000 Sq. Ft. $200,000.

Bloomfield — Emhart Manufacturing Co., Sixten F. Wollmar, Pres.; packaging machinery. adm., res., dev. & eng., 108-acre site. 200,000 Sq. Ft. $3 million. (D).

Brookfield — Mitchell Smelting & Refining Co., Earl Mitchell, Pres.; secondary metals refining. Immed. Constr. 10-acre site. $75,000. (A).

Hartford — Heublein, Inc., John G. Martin, Pres.; wines, meat sauces. Plans announced. 30,000 Sq. Ft. $1 million.

DELAWARE

No Plants Reported.

DISTRICT OF COLUMBIA

No Plants Reported.

FLORIDA

Atlantic Beach — R. W. Fowler Co.; plastic pipes, etc. Plans announced. 16,000 Sq. Ft. (B).

Brooksville — Chemical Lime, Inc.; hydrated lime & quick lime. Est. date of Oper., Summer 1961. $2 million.

Cocoa — Electro-Mechanical Systems; communication devices, cleaning & rebuilding missile and component parts. In oper. (B).

Cocoa — Food Packaging Corp.; Wm. H. Allen, owner; cardboard carton mfg. machines. In Oper., 10,000 Sq. Ft. (B).

Cross City — Cross City Veneer, Inc., Bolling Jones, Pres.; Veneer. In Oper. 10-acre site. (B).

Eau Gallie — Electronic Standards, Inc.; electronics. Plans announced. (B).

Fairville — Stanley Home Products, Eugene Margozzi, Mgr.; home products. Plans announced. 130,000 Sq. Ft. (B).

Fort Lauderdale — Surfside Six Floating Homes, Inc., Larry Vita, Pres.; luxury houseboats. In Oper., 21,750 Sq. Ft. (B).

Fort Myers — The Nahama Industries, Inc.; Sam Nahama, owner; children's clothing. In Oper. (B).

Hialeah — Aironics, Inc., Dale A. Danielsen, Pres.; digital computer demonstrators, equipment, racks & shelves. Plans announced. (B).

Hialeah — Regent Mica Kitchens, Inc., Robert S. Berger, Pres;. formica kitchen cabinets. Plans announced. 30,000 Sq. Ft. (B).

Hialeah — Tucker Screen Corp.; Thomas J. Metzger, Pres.; aluminum window screens. In Oper. (B).

Jacksonville — Capitol Glass, Inc., B. E. Reed, Pres.; glass & aluminum store fixtures. Plans announced. (B).

Jacksonville — Gulf Oil Co., C. L. Hansard, Term. Supt.; oil terminal, etc. Est. date of Oper., 1961. $3.5 million. (B).

Leesburg — Talley Box Co., Inc., Harry Talley, Pres.; wirebound veneer & field boxes. 18-acre site. 16,000 Sq. Ft. (C).

Miami — Auto-Lok Window Corp., M. A. Gregg, Pres.; aluminum windows. In Oper. 16,000 Sq. Ft. (B).

Miami— French Embroidery Co., Sam Blair, Gen. Mgr.; embroidery. In Oper. (B).

Miami — General Medical Instruments Corp., Milton Wolf, Secy.-Treas.; laboratory instruments, diagnostic tools venous pressure surgical instruments. In Oper. (B).

Miami — J'Aime Fashions, Inc., Jaime Yagodnick, Pres.; ladies' dresses. Plans announced. (B).

Miami — National Shrimp Processing Co., J. H. Bachman, Pres.; processing shrimp. In Oper. 15,000 Sq. Ft. (B).

Miami — Nel-Dor Fashions, Inc., James Adeeb, Pres.; dresses, sportswear, etc. Plans announced. (B).

Miami — Swim Togs of Miami, Inc., Toby Berger, Pres.; men's swim wear. Plans announced. (B).

Mulberry — Virginia-Carolina Chemical Corp.; diammonium phosphate fertilizer. Plans announced. $1 million.

Palm Beach Gardens — Radio Corp. of America (RCA), Frank Sleeter, V. Pres.; electronic computer systems. Est. date of Oper., 1961. $4.5 million. (D).

Port Sutton — Morton Salt Co., G. W. Carrington, V. Pres.; all grades of Rock Salt, distr. center. Plans announced. 17,500 Sq. Ft.

Quincy — Midway Seafoods, Joe Barber, Pres.; packing crab meat. In Oper. (B).

St. Augustine — Midwest Homes, Inc., Howard McKinley, Pres.; pre-built sectional homes. Est. date of Constr., Winter 1960. 25-acre site. 120,000 Sq. Ft. (C).

Starke — Green Fence Post Co., Harry N. Green, Owner-Mgr.; fence posts & barn poles. In Oper. 4-acre site. (B).

Tampa — Mary Carter Paint Factories, Virgil H. Vedda, V. Pres.-Res. & Dev.; protective coatings research laboratory. Plans announced. 10-acre site.

Tampa — Tennessee Corp.; fertilizer. Plans announced. $13 million.

THE TOP TEN

On the basis of the number of significant new plants reported in INDUSTRIAL DEVELOPMENT during the six month period ended August, 1960, the ten leading states in industrial expansion and the number of plants reported for each are listed.

1.	OHIO	111
2.	FLORIDA	109
3.	TEXAS	106
4.	ILLINOIS	103
5.	PENNSYLVANIA	102
6.	CALIFORNIA	55
7.	TENNESSEE	52
8.	MASSACHUSETTS	49
9.	PUERTO RICO	46
10.	MISSISSIPPI	41

GEORGIA

Americus — Crescent Brass & Pin Co.; specialty items for foundries. Plans announced. 42,000 Sq. Ft.

Atlanta — W. R. Bean & Son; printing. Plans announced. 55,000 Sq. Ft.

Atlanta — Dittler Bros.; printing. Plans announced. 85,000 Sq. Ft.

Atlanta — Glen Manufacturing Co., dresses. Plans announced. 20,000 Sq. Ft. (C).

Atlanta — Gold Bond Stamp Co., Curtis L. Carlson, Pres.; S. E. distribution center. Est. date of Oper., early Fall. 5-acre site. 105,000 Sq. Ft. $1 million.

Atlanta—Huber & Huber Motor Express, Inc.; motor terminal. Plans announced. 40,000 Sq. Ft.

Atlanta — Morningstar-Paisley, Inc., Lee Kritzer, Reg. Mgr.; industrial adhesive mfg., industrial specialty chemicals whse. Plans announced. 2-acre site.

Atlanta — Zim-Craft Manufacturing Co., furniture. Est. date of Oper., 1961. 60,000 Sq. Ft.

Blakeley — Southern Land, Timber & Pulp Corp.; pulp mill. Est. date of Constr. Dec. $42 million. (D).

Chamblee — Foxboro Co.; service facility for industrial instruments. In Oper. $122,000. (A).

Chamblee — Minnesota Mining & Manufacturing Co.; distr. center. Plans announced. 77,500 Sq. Ft.

Dacula — Pelham Manufacturing Co., apparel. Plans announced. 11,000 Sq. Ft. (B).

Fairfax — West Point Manufacturing Co.; cotton whse. Under Constr. 80,000 Sq. Ft. $630,000.

Pelham — Darwood Manufacturing Co.; women's sportswear. Plans announced. (B).

Toccoa — Red Fish Boat Co.; fiberglass boats. Plans announced. 24,000 Sq. Ft. (B).

HAWAII

Barber's Point — United-Pacific Concrete Corp. (Subs. Pacific Concrete & Rock Co., Ltd. and United Concrete Pipe Corp.), Earl Price, George Murphy, Alvin O. Wiese, George L. Curtis, Dirs.; concrete pipe & prestressed concrete products. Est. date of Oper., Spring 1961. 20-acre site. $1 million. (B).

Honolulu — Swift & Co., Joseph F. Samwebber, Mgr.; industrial adhesives. Est. date of Oper., late 1960.

IDAHO

Homedale — Intermountain Agricultural Marketing Assoc., Inc., Richard E. Crippen, Mgr.; alfalfa and clover seed processing. In Oper. 20,000 Sq. Ft.

Kellogg — Bunker Hill Co.; phosphoric acid. In Oper. $2 million.

Pocatello — Commercial Welding Co.; Al Crowson, Mgr.; calf chutes, etc.

Rexburg — Gem Aircraft Co.; airplanes. In Oper. (B).

Rexburg — Rogers Bros. Potato Processing, potato processing. In Oper., 180-acre site. $1 million.

Twin Falls — Armour & Co., J. R. Kemp, Ofl.; beef and lamb production. Under constr. 117-acre site. (C).

ILLINOIS

Addison — Western Electric Co., Whse. 52,000 Sq. Ft. In Oper.

Antioch — Regal China Co.; decorated china whse. Under Constr., 45,000 Sq. Ft.

Aurora — Dixon & Tom-A-Toe Cos., Inc.; washing, inspecting & pkging tomatoes. In Oper., 13,000 Sq. Ft.

Aurora — Rochester Germicide Co.; pkg. sanitary napkins. In Oper., 22,000 Sq. Ft.

Bedford Park — Klemp Metal Grating Corp.; fabricated steel products. In Oper. 8-acre site. 180,000 Sq. Ft.

Bensenville — Griffin Wheel Co.; railroad car wheels. Under Constr. 135,000 Sq. Ft.

Chicago — Beacon Enterprises, Inc.; pkging. 110,00 Sq. Ft.

Chicago — Belsen Manufacturing Co.; whse. Under renov. 30,000 Sq. Ft.

Chicago—Coulter, Inc.; electronic equip. In Oper., 12,000 Sq. Ft.

Chicago — Cox Metal Processing Co.; steel whse. Est. date of Oper., 1960. 22,000 Sq. Ft.

Chicago — Diversey Corp.; lab. & ofc. Under renov. 54,000 Sq. Ft.

Chicago — Marquette Cement Manufacturing Co.; cement distr. center. In Oper., 15-acre site. $12 million.

Chicago — Metropolitan Specialties, Inc.; printed circuits for electronic applications. In Oper., 12,000 Sq. Ft.

Chicago — Midwest Foam Products Co.; polyurethene foam. In Oper., 110,000 Sq. Ft.

Chicago — Morton Textiles, Inc.; hotel & motel furnishings. Under renov. Est. date of Oper., early 1961. 26.000 Sq. Ft.

Chicago — Pontiac Graphics Corp.; lithography, etc. In Oper. 19,000 Sq. Ft.

Chicago — Roberts & Porter, Inc.; graphic arts supplies. In Oper. 30,000 Sq. Ft.

Danville — Hoerner Boxes, Inc., Robert E. Wilson, Mgr.; finished shipping containers. In Oper. 40,000 Sq. Ft. $280,000. (A).

Des Plaines — Federal Pacific Electric Co., Frank H. Roby, Exec. V. Pres.; consolidation — sales, mfg. of Economy Fuse & Economy Screw Corp. products. Est. date of Oper., early 1961. 8-acre site. 175,000 Sq. Ft.

Downers Grove — Brennan Illinois Iron Works, Inc.; iron products. Under Constr. 10,000 Sq. Ft.

Forest View — Converters Ink Co., flexographic printing inks. Under Constr. 12,000 Sq. Ft.

Lincolnwood — Beckman Instruments, Inc., Robert A. Piper, Reg. Mgr. (Scientific & Process Instr. Div.); applications laboratory, sales, service center. 10,500 Sq. Ft.

McCook — O.D.M. Tool & Manufacturing Co., Inc.; metal stampings, tool & die work. Under Constr. 22,000 Sq. Ft.

McHenry — Science Research Associates, Inc.; tests and research services, publication, scoring, materials handling center. Est. date of Oper., May 1961. 40,000 Sq. Ft.

Melrose Park — J. J. Collins & Sons, Inc.; printing of business forms. Est. date of Oper., March 1961. 30,000 Sq. Ft.

Milford — Nachman Corp., Ralph Harp, Mgr.; furniture & bedding springs. Est. date of Constr. Spring 1961. (C).

Mundelein — Ball Bros. Co., Inc., Edmund F. Ball, Pres.; glass containers. Est. date of Oper., Spring 1961. 40-acre site. 160,000 Sq. Ft. $3.5 million. (C).

Oakbrook — Brunswick-Balke-Collender Co.; bowling equip., etc. whse. Under Constr. 53,000 Sq. Ft.

Paris — Central Electronics, Inc. (Subs. Zenith Radio Corp., Joseph S. Wright, Pres.); radio parts & electronic components. Plans announced. 100.000 Sq. Ft. (D).

Rockford — Ingersoll Milling Machine Co., James M. Rogers, V. Pres.; aadm. & eng. facilities. Est. date of Oper., summer 1961. $500,000.

Skokie — Topco Associates, Inc.; ofc. & quality control laboratory. Under Constr. 17,000 Sq. Ft.

Tinley Park — Panduit Corp.; plastic electrical components. Under Constr. 5.5-acre site. 10,000 Sq. Ft.

Wheeling — Illinois Lock Co.; locks & door closers. In Oper. 50.000 Sq. Ft.

INDIANA

Anderson — Delco Remy (Div. General Motors), Don L. Boyes, Gen. Mgr.; eng. & res. center. Est. date of Constr. early 1961. 40-acre site. 225,000 Sq. Ft. $9 million. (D).

Ft. Wayne — B. F. Goodrich Chemical Co.; tires. Under Constr. Est. date of Oper. late 1961. 100,000 Sq. Ft.

New Albany — Willett Mfg. Co., Inc.; kitchen cabinets. Plans announced. (C).

Rockville — Cormeyer Corp.; small coil controls for washers, electric dryers and freeze units. Plans announced. (C).

IOWA

Cedar Falls — H. & H. Machine Tool Co., R. T. Hipple, Pres.; tool and die design and mfg. Est. date of Oper. Nov. 1960. 10,000 Sq. Ft. (B).

Cedar Rapids — Collins Radio, Inc., A. Collins, Pres.; radio navigation and communications equip. Est. date of Oper. Spring, 1961. 80,000 Sq. Ft. $1.4 million.

Cedar Rapids — LeFebure Corp. (Subs. Craig Systems, Inc.), Kenneth W. Watts, Pres.; fabricator of steel banking and office equip. Est. Date of Oper. November 1960. 65,000 Sq. Ft. $750,000.

Cherokee — DuMor Mfg. Co., Inc., Howard Wallin, Pres.; self-unloading forage box, Funk feeding wagon. Est. date of Oper. Nov. 1960. 2½-acre site. 12,000 Sq. Ft. (B).

Clarinda — Poole Bros., Inc., C. D. Frey, Offl.; printing. Est. date of Oper. Nov. 1960. 16,000 Sq. Ft. (A).

Council Bluffs — Chas. Schneider Co., Inc., Chas. Schneider, Pres.; furniture. Est. date of Oper. Oct. 1960. 20,000 Sq. Ft. (B).

Creston — Purolator Products, Inc., J. Van Nest, V. Pres.; filters. Est. date of Oper. Spring, 1961. 14-acre site. 50,000 Sq. Ft. $500,000. (C).

Davenport — Aluminum Co. of America, L. T. Letsinger, Wrks. Mgr.; aluminum sheet. Est. date of Oper. Nov. 1960. $850,000. (B).

Davenport — Lusk Candy Co.; candy. Est. date of Oper. Winter, 1960. 15,000 Sq. Ft.

Davenport — Nichols Wire and Aluminum Co., L. E. Batten, V. Pres.; wire and aluminum sheets. Est. date of Oper. Winter 1960. 90,000 Sq. Ft. (C).

Davenport — Sears Mfg. Co., I. W. Sears Sr., Pres.; tractor sears. Est. date of Oper. Fall, 1960. 18,500 Sq. Ft. (B).

Des Moines — General Mills, Inc., Mr. Kragfkow, Plant Mgr.; flour. In Oper. (B).

Des Moines — Goodyear Tire and Rubber Co.; warehouse and distribution center. Est. date of Oper. Fall, 1960. 80,000 Sq. Ft. $1 million. (B).

Des Moines — Western Tool and Stamping Co., J. Kolls, Pres.; power lawnmowers. Est. date of Oper. Dec. 1960. 43,000 Sq. Ft.

Dubuque — John Deere Tractor Works, Lloyd Bundy, Offl.; farm tractors. Plans announced. (D).

Gilmun — Holland Plastics, Co., L. Vriezelaar, Pres.; polvstyrene insulation board. Est. date of Oper. Oct. 1960. (B).

Grundy Center — Plastronics, Inc. (Subs. Northwest Plastics, Inc., J. R. Freyermuth, Pres.), R. J. Twiss, Mgr.; rubber and plastic parts for electronics, electrical and appliance mfg. Est. date of Oper. Nov. 1960. 12-acre site. 25,000 Sq. Ft. $300,000. (C).

Soux City — Carr & Moehl Co., Paul Gray, Mgr.; whse. for woodwork. In Oper. 15,000 Sq. Ft.

Soux City — Hansen Glass & Paint Co.; whse. & distr. center. Est. date of Oper. Winter 1960. 50,000 Sq. Ft. (B).

KANSAS

Edwardsville — Nast Mfg. Co.; bowling shirts. In Oper. (B).

Marquette — Buildex, Inc.; quarries & kiln for lightweight expanded shale.

KENTUCKY

Louisville — Glenmore Distilleries Co.; whse. Under Constr. $200.000.

LOUISIANA

Baton Rouge — Copolymer Rubber & Chemical Co.; butadiene. Plans announced. $8 million.

Lake Charles — Cities Service Refining Corp.; Udex Aromatics Extraction Unit and orthoxylene recovery & purification facilities. Plans announced.

MAINE

No Plants Reported.

MARYLAND

Baltimore — Theodore Hamm Brewing Co., Louis A. Herstein, Jr., Res. Mgr.; stock house. Plans announced. 54,000 Sq. Ft.

Benedict & Morgantown — Potomac Electric Power Co., Robert W. Wilson, V. Pres.; two power plants. Est. date of Constr. 1961, 1966. Est. date of Oper. 1964, 1969. 500-acre site (Benedict), 426-acre site (Morgantown). $83 million each.

Suitland — Space-Time Electronics Corp., Philip Connor, Pres.; stereophonic hi-fi consoles. Est. date of Oper. Dec. 1960. 3-acre site.

MASSACHUSETTS

Agawam — Crompton & Knowles Packaging Corp. (Subs. Crompton & Knowles Corp.), William W. Anthony, V. Pres.-Gen. Mgr.; package machinery. Est. date of Oper. June 1961. 46-acre site. 55,000 Sq. Ft. (C).

Avon — Herman Health & Beauty Aids, Inc.; warehousing. Plans announced. 35,000 Sq. Ft. (B).

Ballardville — Shawaheen Rubber Co., rubber products. Est. date of Oper., Feb. 1961. 10,000 Sq. Ft. (B).

Boston — Gillette Safety Razor Co., Vincent C. Ziegler, Pres.; razor blades, etc. Plans announced. 227,000 Sq. Ft. $6 million. (F).

Fall River — Carl Beetle Plastics Corp.; plastic products. Est. date of Oper., June, 1961. 20,000 Sq. Ft. (C).

Gloucester — Quincy Market Cold Storage & Warehouse Co.; warehouse and processing. In Oper. $1.5 million. (C).

Hingham — Cohu Electronic products (Massa Div.); electronic products. Plans announced. $600,000. (C).

Holbrook — Philip Bros. Chemical Co.; chemical products. Est. date of Oper., Nov. 1960. 30,000 Sq. Ft. $250,000. (C).

Norwood — Northrup Corp.; components and controls. Est. date of Oper., Dec. 1960. 20,000 Sq. Ft. (C).

Springfield — Ward Baking Co.; bakery products. Est. date of Oper., Feb. 1961. $250,000. (C).

Waltham — Thermo Electron Engineering Corp.; electronics. Est. date of Oper., Nov. 1960. 20,000 Sq. Ft. (B).

Watertown — William Underwood Co., research lab. Est. date of Oper., Dec. 1960. 20,000 Sq. Ft. $250,000. (C).

Wellesley — Minneapolis-Honeywell (Datamatic Div.); computers. Est. date of Oper., Dec. 1960. 25,000 Sq. Ft. (E).

MICHIGAN

Dearborn — Ford Motor Co.; oxygen. Est. date of Oper. Dec. 1961.

Detroit — Awrey Bakeries, I. L. Awrey, Pres.; Baked goods. Plans announced. $1 million. (E).

Detroit — Edgar's Sugar & Warehousing Co. W. D. Byron, V. Pres. & Treas.; sugar. Under Constr. (B).

Inkster — Calumet & Hecla, Inc.; special metals tube & rod. Est. date of Oper. Jan. 1961. Under Constr. $1.6 million.

Pontiac — General Motors (Truck & Coach Div.), C. J. Werner, Gen. Mgr.; assembly Bldg. Plans announced. $320.000.

Southfield — Alsar Co., R. M. Schuman, Pres.; aluminum siding, trim accessories, & Tennessee ledge rock pre-cast stone. Est. date of Oper. early Fall. 100.000 Sq. Ft.

South Haven — Everett Piano Co., E. J. Amrein, Pres.; veneer work, gluing, coating and finishing.

Warren — General Motors (Ternstedt Div.), L. R. Schreiner, Gen. Mgr.; laboratory and engineering. Plans announced. $3.9 million.

MINNESOTA

Lake Elmo — Durox of Minnesota, Inc., Victor C. Johnson, Supt.; light-weight cel-

lular concrete building materials. In Oper. 28-acre site. 60,000 Sq. Ft. $1.75 million. (B).

Mankato — Mankato Paper Box Co., Russell G. Foster, Pres.; set-up and folding paper boxes, thermo formed sheet plastic products. Under constr. 20,000 Sq. Ft.

St. Anthony Village — Electronic equipment for medical applications. Est. date of Oper., Dec. 1960. 15,000 Sq. Ft.

MISSISSIPPI

Brooksville — Neidert Casket Co. of Mississippi, Inc., Fred Craig, Gen. Mgr.; metal caskets. Est. date of Oper., Nov. 1960. (B).

Greenville — Moeller Manufacturing Co., Richard Peterson, Exec. V. Pres.; bottle stoppers. Est. date of Oper. late 1960. 5-acre site. 20,000 Sq. Ft. (B).

Meridian — Black Brothers & Hawkins, Douglas McCollum, Supt.; poultry processing. Est. date of Oper. Dec. 1960. $50,000. (B).

MISSOURI

Louisiana — Louisiana Plastics Co. Plans announced. 13,000 Sq. Ft. (B).

Parkville — Intercontinental Engineering Manufacturing Co.; assemble & repair barges, dredges, heavy earth-moving equip. Plans announced. 125-acre site. (C).

Salem — Floyd Charcoal Co.; whse. for briquets. Under Constr. 34,000 Sq. Ft.

St. Charles — Hutchens Co.; fabricated machine & auto parts. Under Constr. 15,000 Sq. Ft. (B).

St. Louis — Allegheny Ludlum Steel Corp.; whse. for sale tool & die steels, carmet prods., stainless sheet steel & strip.

MONTANA

Lewistown — Conventional Built Homes Co.; houses. (B).

NEBRASKA

Broken Bow — Becton-Dickinson & Co.; Robert Gangel, Gen. Mgr.; surgical instruments. In Oper. 25,000 Sq. Ft. (D).

Lincoln — Continental Ribbon & Carbon Co. (Curtis Weeks, Pres.); carbon paper & coating. Plans announced. 30,000 Sq. Ft. (B).

NEVADA

No Plants Reported.

NEW HAMPSHIRE

No Plants Reported.

NEW JERSEY

Elizabeth — Mitchell Love Co.; distr. whse. for copper fittings & valves. In Oper. 10,000 Sq. Ft.

Glocester Co. — Monsanto Chemical Co., Robert M. Morris, V. Pres.-Gen. Div. Mgr.; phthalic anhydride & phthalate ester plasticizers. Est. date of Oper. early 1962. 650-acre site. $Multi-million.

Lyndhurst — Bonmar Metal Products Corp.; strip coating for trtmnt. of aluminum & steel. Plans announced. 27,000 Sq. Ft.

Metuchen — Revlon, Inc.; pharmaceutical, proprietary & misc. cosmetics. Plans announced. 4.7-acre site. 36,000 Sq. Ft.

Paramus — Rexall Chemical Co. & El Paso Natural Gas Products Co., Ralph Knight, Pres. Rexall & C. L. Perkins, Pres. El Paso; research laboratory & ofc. Plans announced. 20-acre site.

NEW YORK

Albion — Birdseye (Div. General Foods Corp.); frozen baby foods. (C).

Bronx — Stahl-Meyer, Inc. Co.; meat processing. Plans announced. 140,000 Sq. Ft.

Clarkstown — St. Regis Paper Co., Benton R. Cancell, Exec. V. Pres.; res. & dev. center. Est. date of Constr. late 1960. 60-acre site. $3 million.

Egypt — Egypt Technical Products, Inc.; paper boxes. Plans announced. 30,000 Sq. Ft. (B).

Frewsburg — Niagara Plastic Molds Co. & George H. Hake Co., Inc.; molded plastic boxes. (B).

Henrietta — Niagara Heil Body Co.; truck bodies. Plans announced. 30,000 Sq. Ft. $100,000.

Poughkeepsie — International Business Machines Corp.; distr. center. Plans announced. 225,000 Sq. Ft. $3 million. (D).

Roosevelt Field — Metalcraft, Inc. Plans announced. 30,000 Sq. Ft.

Rye — Ford Motor Co.; training center Plans announced. $1 million.

Schenectady — General Electric Co.; res. in mfg. methods. Est. date of Constr. early 1961. Est. date of Oper. late 1961. 170,000 Sq. Ft. $3 million.

Syracuse — Central City Cold Storage; food storage. Est. date of Oper. early Fall. 150-acre site. $Multi-million.

Syracuse — General Electric Co.; heavy military electronics. Est. date of Oper. 1961. 185-acre site. 460,000 Sq. Ft. (2 bldgs.)

Waterford — General Electric Co.; silicone intermediates. Under Constr. $3 million.

Wellsville — Larkin Co. Inc.; oil, gas & water well equip. (B).

NEW MEXICO

Moriarty — New Mexico Quartz Manufacturing Co., Robert Ludwig, Res. Dir.; silicon gass & metal. Est. date of Constr. Nov. 1960 (metal) & 1961 (glass). $7 million (metal). $13 million (glass).

NORTH CAROLINA

Angier — Angier Knitting Corp., Inc.; nylon-cotton knitted goods. Plans announced. 16,000 Sq. Ft. (C).

Apex — Apex Manufacturing Co. (Subs. Milady Brassiere & Corset Co., Hyman Bernstein, Pres.); "Roxanne" swimsuits. (D).

Asheboro — Manson Neckwear Co.; men's and boys' ties. Plans announced. (B).

Charlotte — Cuyahoga Products Corp. & American Spring Co. (Cons.). Plans announced. 135,000 Sq. Ft. (D).

Charlotte — Florida Steel Corp.; reinforcing bars. Plans announced. (C).

Whitakers — Whitakers Garment Co., Inc.; ladies and children's dresses. Plans announced. (B).

NORTH DAKOTA

West Fargo — Siou l nd Dressed Beef Co., Robert and James Needham, Co-mgrs.; dressed beef and mutton. Est. date of Oper., Oct. 1960. 10-acre site. 16,800 Sq. Ft. $900,000. (C).

I. D. CALENDAR

NOVEMBER 7-9, 1960

Society of Industrial Realtors, 20th Annual Convention, Sheraton Hotel, Dallas, Texas. Arrangements are being handled by John M. Stemmons, Convention Chairman, Society of Industrial Relations, National Headquarters, 1300 Connecticut Avenue, Washington 6, D. C.

DECEMBER 7-9, 1960

National Association of Manufacturers' 65th Annual Congress of American Industry, Waldorf Astoria Hotel, New York City, New York.

DECEMBER 12-16, 1960

American Management Association, Fundamentals of financial management for the junior financial executive, Seminar #1279-02, The Hotel Astor, New York City, New York. Reservations may be made through AMA, Inc., 1515 Broadway, Times Square, New York 36, New York.

OHIO

Akron — Kohn Beverage Co.; beer and malt beverages. Est. date of Oper. Oct. 1960. 36,000 Sq. Ft.

Bangs — Ohio Fuel Gas Co.; fuel. Plans announced. $870,000.

Bedford Heights — Forester Products Co.; headboards. In Oper. 12,500 Sq. Ft. (A).

Cleveland — Charles Vending Corp.; major appliances. Est. date of Oper. Mar. 1961. 125,000 Sq. Ft. $1 million.

Cleveland — Curtis 1000 Inc.; envelopes. Est. date of Oper., Jan. 1960. 30,000 Sq. Ft.

Cleveland — Elcomatic Mfg. Co.; repeating tape recorders. Plans announced. 15,000 Sq. Ft. $500,000. (A).

Cleveland — Moto Truck Co.; industrial trucks. Est. date of Oper. Dec. 1960. 50,000 Sq. Ft. $275,000. (C).

Columbiana — Kaiser Aluminum & Chemical Corp. (Afl. Kaiser Industries Corp.); oxygen steel-making refractories. $500,000.

Columbus — Glick's Furniture Co., furniture. Est. date of Oper., Dec. 1960. 114,000 Sq. Ft. $1.1 million. (A).

Dayton — McCall Corp.; magainze printing. Est. Date of Oper. Apr. 1961. 188,000 Sq. Ft. $1.5 million. (E).

Galion — North Electric Co.; communication Equip. In Oper. 16,340 Sq. Ft. $300,000.

Geneva — True Temper Corp.; sporting and athletic goods. Plans announced. 25,000 Sq. Ft. $240,000.

Hanging Rock — Dow Chemical Co.; styrofoam insulation and novelties and ethafoam. Est. date of Oper. June 1961. 60,000 Sq. Ft. $4 million. (B).

Kettering — Borden Co., Arthur A. Fronig, Mgr. Milk Div. & L. A. Sutermeister, Mgr. Ice Cream Div.; milk & ice cream. Est. date of Oper. early 1962. 11-acre site. 69,000 Sq. Ft.

Lima — Iron City Sash and Door Co.; assembling and distribution of window walls. Plans announced. 40,000 Sq. Ft. $280,000.

Maple Heights — Pick-N-Pay; dairy products. In Oper. 16,000 Sq. Ft. $500,000. (A).

Medina — Buckeye Box Co.; corrugated fiber containers. Plans announced. 30,000 Sq. Ft.

Sandusky — Linwood Plastic Products Co.; thermo plastic extrusions. Est. date of Oper., Fall 1960. 25,000 Sq. Ft.

Sharonville — Plax Corp.; plastic containers, polystrene film and sheet for packaging use. Plans announced. 12-acre site. 60,000 Sq. Ft. $1.25 million.

Springfield — K. William Beach Mfg. Co.; gaskets and electrical installation parts. Est. date of Oper., Nov. 1960. (B).

Springfield — Wicks Lumber Co.; plumbing and heating supplies. Plans announced. 16,000 Sq. Ft.

Warren — Bridgeport Brass Co.; aluminum sheet and strips. Plans announced. 350,000 Sq. Ft. $3 million. (C).

Wooster — Rubbermaid, Inc.; polyethylene items mfg., whse., ofc. Est. date of Oper. May 1961. 54-acre site. 110,000 Sq. Ft. $1.25 million.

OKLAHOMA

Miami — Crane Co., Wesley A. Songer, Pres.; heating and air conditioning equip. Est. date of Oper. Oct. 1960. 150,000 Sq. Ft. (D).

Oklahoma City — Pointon Land Co., whsle. & whse. center. Est. date of Oper. Winter 1961-'62. 8-acre site. 172,000 Sq. Ft. $1.2 million.

Oklahoma City — Thomas Concrete Pipe Co., Tom Thomas, Jr., Mgr.; water line pipe. Est. date of Oper. Dec. 1960. 41-acre site.

Ponca City — Continental Oil; cyclohexane. Plans announced. $1.4 million.

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MANUFACTURERS RECORD
(IN REVIEW)

"What Enriches Any Region Enriches The Nation"

OCTOBER 1886 (AS ABSTRACTED MORE THAN 70 YEARS LATER) BALTIMORE, MD.

Free Silver

The meeting of the anti-silver men at Faneuil Hall on the 19th would be ridiculous if it had not also been cruel and wicked. How glibly the brokers, bank presidents and bank directors talked of the poor man, and how ingeniously they covered the fact that the whole movement was really to keep the volume of national money within an amount they could control. Imagine the wolves saying to the sheep: "Don't close the door, for then we can't come in and protect you." Then think of the fool sheep who say to their companions: "Hearken to the wisdom of the wolves; they know what is good for us," and the wolves echo "For us." Just think of Broker Higginson's statement that people have put their money and gold in strong boxes and sent it abroad, "and all from fear." How many American farmers, mechanics or manufacturers have placed their money in Europe for safety?

"What Rot"

In the "unparliamentary" words of an eminent Massachusetts statesman, "what rot." Then again, "this country needs all the possible capital it can get from Europe." Will Mr. Higginson tell us why it is preferable to give England a mortgage on this country for the sake of the money it will lend us than to utilize our silver products and owe no man anything? Does the fact that his firm will get a commission on this foreign hold influence him? If cheaper dollars and higher wages make the laboring man poor, then let us emigrate to China, where dollars are dear and wages low, and we'll all be rich. If, as these brokers and bankers say, silver dollars are worth so little, why don't they fill carts with them and go around among the poor men selling them for say 90 cents each and then they would make 10 to 15 cents, and we would make 10, and everybody would be happy.

Industry Sacrificed

Listen to Bank President Haven, who told his audience the truth, that 97 or 98 percent of business was done in checks or drafts; and, what was not true, that if the balance was gold, "then every man's check is gold." Again, "what rot." Is a part as great as the whole? Whenever the gold has been demanded a panic has ensued and industrial business has been sacrificed. He quotes Daniel Webster's utterances against paper promises to pay gold as an argument against silver. What a combination of "rot" and gall. How the money manipulators who heard him must have winked at each other as he rolled out his bait for gudgeons.

Then Mr. Lane told his story of the sale of blankets cheap, whose price will be higher if free silver comes. It is obvious that the less money in circulation the less blankets or anything else but money will sell for. The less also will the labor in those blankets call for.

It is possible that so small a volume of money might be in circulation that no blankets would be called for. Then would be the millennium of labor, for wages would be nothing. These men pin their faith too strongly on the past, and apparently judge that their dupes are learning nothing by experience. A fitting climax to the speeches of the occasion was the bold threat that the money interests would, if necessary, regardless of political affiliations, stand together in one party against a change in the present financial system. It would be a godsend if they would. As matters now stand they divide into the Republican and Democratic parties, dominating the policy of each to the detriment of all national prosperity.

Holy Land Railroad

Real estate booms are not confined to this country, for quite a boom in real estate is reported in Jerusalem by the American consul, Mr. Gilman, in consequence of the building of the Jaffa & Jerusalem Railway. The locomotives for the railroad have reached Palestine. They bear the name of "Jerusalem," "Ramleh," and "Jaffa." A Philadelphia company has the honor of supplying the motive power. The most interesting facts about the appearance of the iron horse in Holy Land is that the Jewish rabbis have already figured out a fulfillment of the prophecy. In the book of Nahum is found that which is now interpreted as a revelation of the locomotive. Consul Gilman tells this in a recent report to the State Department. He sends the passage. The words are significant. They are found in Nahum, II, 3, 4 and are as follows: "The chariots shall be with flaming torches in the day of his preparation. They shall seem like torches; they shall run like the lightening."

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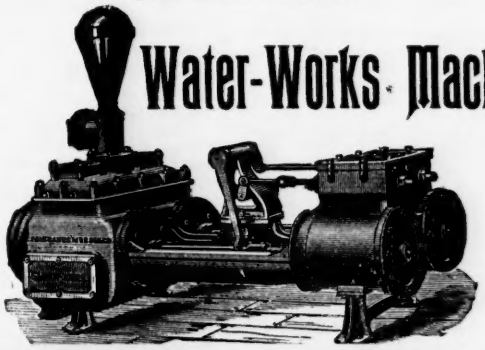
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Tulsa — Dow Chemical Co. (Dowell Div.); oil field chemicals. Est. date of Oper. Mar. 1961. (B).

Tulsa — Drum Service Co., Paul Glass, Owner, oil drum reconditioning. In Oper. $100,000 equip. $50,000 plant. (A).

Tulsa — Yuba-Tulsa Corp. (Subs. of Yuba Consolidated Industries), John L. McGara, Pres.; heat exchangers. Plans announced. 60,000 Sq. Ft. (D).

OREGON

McMinniville — Calkins Craft Boat Co.; boats and other marine products. Plans announced. $250,000. (B).

Milwaukie — Wadhams & Co.; food distr. whse. Under Constr. 12-acre site. 114,000 Sq. Ft. $1 million. (C).

Newberg — Mary Ellen's Inc.; freezing jam & jelly berries. In Oper. (B).

Springfield — Borden Chemical Co.; dry adhesive, thermosetting resin, formaldehyde. $1 million.

Toledo — Georgia Pacific Pulp & Paper (Subs. Georgia-Pacific Corp.); paper. In Oper. $15 million. (B).

PENNSYLVANIA

Biglerville — Rice Fruit Co.; fruit packers. In Oper. $450,000.

Butler — Armco Steel and Air Reduction (Airco); liquid air separation. In Oper. $Multi-million.

Carlisle — Carlisle Hot Pressed Wheel Co. Under Constr. Plans announced.

Clinton — Electronic Plastics, Inc., Kenneth Cary, Offl.; vinyl chloride conversion. Est. date of Oper. Oct. 1961. $1 million.

Colmar — American Electronic Labs.; research. $400,000. (C).

Corry — Corry Foam Products Co., (Subs. Firestone Tire & Rubber Co., Rubber & Latex Prods. Div.); polyurethane foam. In Oper. (B).

Downington — Beloit Eastern Corp., paper-manufacturing machines. In Oper. $5.1 million. (D).

Eddystone — Scott Paper Co.; plastic cups and Scottfoam. Est. date of Oper. early 1961. 6-acre site. $3 million.

Juniata (Altoona) — Chemo-Vine Processes, Inc.; rehabilitated offset blankets. Plans announced. $500,000. (A).

Lehighton — Interstate Dress Carriers, Inc.; motor transp. for wearing apparel. Plans announced. $200 million. (D).

Meadville — Concrete Engineering Co., Inc., F. A. De Wilde, Jr., Pres.; prestressed concrete beams. 20-acre site. 35,000 Sq. Ft. (B).

Mt. Carmel — Wilburton Manufacturing Co., Inc.; dresses. Est. date of Oper. Dec. 1960. (C).

Philadelphia — Boeing Airplane Co. Vertol Div., Donald R. Berlin, V. Pres.-Div. Mgr.; research & testing center. Plans pending prop. arrangement. 15-acre site, $2 million. (D).

Pittston — T. P. Printing Co.; printing & lacquering textile materials. Plans announced. 30,000 Sq. Ft. $200,000. (C).

Rexmont — DR Manufacturing Co., Inc.; underwear. Plans announced. (B).

Saxonburg — Du-Co Ceramics Co.; ceramics. Plans announced. (C).

Sharon — Sharon Tube Co.; buttweld steel pipe. Est. date of Oper. early 1961. $250,000. (C).

Trevorton — Trevorton Industries, Inc.; ladies wearing apparel. In Oper. (C).

York — Bowen-McLaughlin-York, Inc., J. E. Forinash, Pres.; military vehicles. Est. date of Oper., Nov. 1960. 21-acre site. 70,000 Sq. Ft. $450,000. (C).

PUERTO RICO

Arecibo — California Research Corp., biochemical research. Plans announced. (B).

Arecibo — Universal Nutritions, Inc.; dietary supplements. Plans announced. (B).

Caguas — Aria Lingerie Co.; lingerie. Plans announced. (C).

Caguas — Redi-Food Co.; mattresses. Plans announced. (B).

Catano — Melody Bra & Girdle Co., Inc.; girdles. Plans announced. (C).

Cayey — Fownes Gloves; leather gloves. Plans announced. (C).

Ciales — Savoy Labs. Corp.; electronic instruments. Plans announced. (B).

Comerio — El Morro Shoe Corp.; ladies shoes. Plans announced. (B).

Hato Rey — Lady Marlene Bra. Corp.; brassieres. Plans announced. (C).

Hato Rey — Sherman Classics, Inc., ladies sportswear. Plans announced. (B).

Jayuya — Baxter Laboratories; pharmaceuticals. Plans announced. (B).

Loiza — A & L Seamon; small leathergoods. Plans announced. (B).

Luquillo — Herman J. Zacharia & Sons, Inc.; women's underwear. Plans announced. (B).

Mayaguez — Rawling Manufacturing Co.; sporting goods. Plans announced. (C).

Penuela — Union Carbide Int'l. Co.; high pressure polyethylene dripolene. Plans announced. $30 million. (D).

Ponco — MacGregor Sport Products, Inc.; baseball equip. Plans announced. (C).

Rio Piedras — A. N. Wiggins; pick-up cartridges. Plans announced. (B).

San Lorenzo — Electro Mechanical Products; tape recorder and toy watches. Plans announced. (B).

San Sabastian — A. Oestreicher Co., children's wear. Plans announced. (B).

Santurce — M & B Headwear Co., Inc.; men's & boys' headwear. Plans announced. (B).

Toa Baja — Colnit Inc.; sweaters. Plans announced. (B).

Trujillo — Industrial Elastic & Braid; elastic cloth. Plans announced. (B).

Utuado — Electro Engineering Products Co., Inc.; electric power tools. Plans announced. (B).

RHODE ISLAND

Providence — Calore Freight System; freight service. Est. date of Oper., 1961. 11-acre site. 77,000 Sq. Ft. $500,000.

Providence — Cornell-Dubilier Electronics (Subs. of Federal Pacific Electric Co.); capacitors. Est. date of Oper., April 1961. 7-acre site. 88,000 Sq. Ft. $800,000. (D).

SOUTH CAROLINA

Anderson — Clark Schwebel Fiber Glass Corp. (Afl. M. Lowenstein & Sons, Inc.), Raymond F. Clark, Pres.; res. & dev. lab., eng. lab., finishing plant for ind. & dec. fabrics. 20-acre site. 160,000 Sq. Ft. $3 million. (D).

Chester — Schlegel Manufacturing Co., Frank R. Rochow, Mgr.; plastic webbings for lawn furniture, etc. In Oper. 55,000 Sq. Ft.

Greer — Bowers Spark Plug & Battery Co., Alexander J. MacRae, Exec. V. Pres.; automotive batteries. Est. date of Oper. early 1961. 30-acre site. 60,000 Sq. Ft. $1.25 million. (C).

Laurens — American Lava Corp. (Subs. Minnesota Mining & Manufacturing Co.), R. A. McGinnis, V. Pres.-Gen. Mgr.; technical ceramics. Est. date of Oper. late Spring 1961. 100-acre site. 50,000 Sq. Ft. (B).

McBee — McBee Manufacturing Co.; trousers. Under Constr. (B).

Smoaks — Miss Young Corp., Carl Fargnoli, Mgr.; garments. Est. date of Oper. Dec. 1960. 8.2-acre site. 33,000 Sq. Ft. $200,000. (D).

SOUTH DAKOTA

Edgemont — Mines Development, Inc., Harold D. Webb, Supt.; vanadium oxide. Est. date of Oper., Oct. 1960. $700,000. (A).

TENNESSEE

Charleston — Olin Mathieson Chemical Corp., Stanley de J. Osborne, Pres.; chlorine & caustic soda. Est. date of Oper. late 1961. 600-acre site. $13 million. (C).

Columbia — Peabody-Wright Co. (Subs. Peabody Coal Co.); chemical coke. Est. date of Oper. Jan. 1961. Under $5 million.

Ethridge — D. W. Swindle & Sons; brooms. Plans announced. (B).

Hartsville — Detroit Tool & Die Co., Kenneth Hackett, Mgr. In Oper. (B).

Hartsville — Sparta Manufacturing Co., Ben Toubin, Mgr.; upholstered furniture. In Oper. (B).

Hartsville — Trousdale Manufacturing Co., Inc., Si Touloumis, Mgr.; ladies apparel. In Oper. 40,000 Sq. Ft. (C).

Knoxville — American Marietta Co., A. O. Brooks, Mgr.; pre-cast & pre-stressed concrete products. Est. date of Oper. Fall 1960. (B).

Memphis — Standard Builders Supplies, Inc.; E. B. McCool, Pres.; whse. Under Constr. 50,000 Sq. Ft. $400,000.

Memphis — Union Texas Natural Gas Corp.; gas terminal. Under Constr. $2.5 million.

Nashville — Chemtronic Corp.; electrolytic capacitors and components. Est. date of Oper. Jan. 1961. 15,000 Sq. Ft. $63,000. (C).

Nashville — Streitmann Biscuit Co.; whse. In Oper. 40,000 Sq. Ft.

Paris — Dresco Corp. (Subs. Bay-Bee Shoe Corp.); shoes for teens & children. Plans announced. 30,000 Sq. Ft. (D).

Sparta — COV-CO Garment Co., Forrest Cantrell, Mgr.; industrial shop coats, bibs, aprons. In Oper. 20,000 Sq. Ft. (C).

Springfield — Universal Systems Co., Forrest Hollingsworth, Pres.; insulated pump housings. Plans announced. (B).

TEXAS

Arlington — Chance Vought Aircraft, Inc., Electronics Div., F. O. Detweiler, Pres.; missile tracking & electronic equip. Est. date of Oper. early 1961. 80,000 Sq. Ft. $1.5 million. (D).

Arlington — R T & E Corporation, Don Parrish, Mgr.; mfr. of distributor transformers for power plants. In Oper. 25,000 Sq. Ft. (A).

Austin — Brown Supply Co., Dale Brown, Pres.; bridge railings. Immed. Constr. 10,000 Sq. Ft. (A).

Beaumont — Mobil Chemical Co. (Subs. Socony Mobil Oil), Paul V. Keyser, Pres.; petrochemical center-initial ethylene prod. Est. date of Oper. 1961.

Big Spring — Sid Richardson Carbon Co.; carbon black (Oil furnace). Plans announced. $5 million.

Brady — Brady Industries, Inc.; repair of military aircraft. Plans announced. $51,000.

Bryan — American Mosaic Corp., Gene Byrd, Pres.; glass mosaic, porcelain & ceramic processing. In Oper. (C).

Carrollton—Electro Lock, Inc.; magnetic clutches for auto air-conditioning units. Under Constr. 20,000 Sq. Ft. $110,000. (B).

Corpus Christi — Suntide Refining Co., G. E. Wynn, Pres.; hydeal. Plans announced. $1 million.

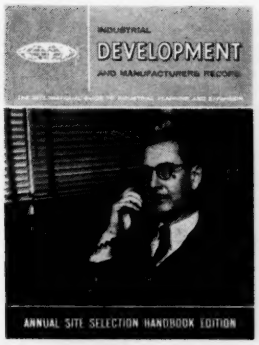
Dallas — Frigikar Corp., Barron M. Moody, Jr., V. Pres.; auto air-conditioner parts. In Oper. 4-acre site. (D).

Dallas — Goodman Paper Products, (Div. King Tape & Label, Inc.). W. F. Goodman, Sr., Pres.; printing, embossing & die-cutting of prods. In Oper. 10,000 Sq. Ft.

Dallas — Gulf Cone Co., Inc., J. B. Johnson, Pres. Under Constr. 12,000 Sq. Ft.

Dallas — Fabricators, (Div. Dallas Sheet Metal Works); food service equip. In Oper. 28,000 Sq. Ft.

(Continued on Page 58)



COVER STORY

THE DIVERSEY FORMULA: MEET COMPETITION WITH WORLD WIDE EXPANSION

Starting very literally from scratch, with production of a floor-scrubbing compound, Diversey Corporation has grown from a one-salesman operation in 1923 to a far flung organization that today has plants and offices on four continents and which produces more than 100 different items in the chemical specialties field.

by Herbert W. Kochs

The stereotyped success story of the young man who got his start in business by scrubbing floors parallels quite closely the origin and growth of The Diversey Corporation.

In September, 1923, Diversey's lone salesman made his very first sale — a keg of a product, then called Ampolite, for scrubbing floors in restaurants, hotels and institutions. Sales for the first, partial year barely reached $6,000.

Now with more than 100 products, over 1000 employees, and plants and offices on four continents, total sales of our company and its subsidiaries are expected to top $17 million this year.

The Diversey growth story is unique in the highly competitive chemical specialties industry. It is a story, appropriately enough, of diversification both of product lines and markets.

In the early years, nearly all of Diversey's volume was in dishwashing and floor cleaning compounds for commercial or institutional kitchens. Today the company markets its dozens of chemical cleaning specialties to a wide range of industries: farm, dairy, brewing, baking, canning, metal finishing, bottling, and the company's traditional hospital, restaurant and institutional users.

We also produce industrial oil absorbents and agricultural clay and manufacture mechanical and electronic testing and dispensing devices, primarily for use with our own compounds.

Diversey's net sales (total of parent company and subsidiaries) have increased every year over the past decade. They rose from $8.575 million in 1950 to $16.717 million last year. In the same period our net earnings went from $461,757 to $655,467.

Sales to the dairy products industry, including farm milk producers, have accounted for nearly half the total sales. Next in order of dollar volume are metal industry sales, soft drink bottling, and brewing.

Net income per share reached a record high of $2.49, in 1959, up 25.1 per cent over 1958. A 100% stock distribution was made in May of this year having the total effect of a 2 to 1 split.

We're particularly proud of the fact that one out of every 10 of our Diversey employees are among our 1,200 shareholders.

Diversey's interest in the earnings of subsidiaries and affiliates (excluding U. S. and Canadian subsidiaries) was $159,000, a gain of 56 per cent over the 1958 figure. This

In the Chicago research laboratory of The Diversey Corporation, both basic and applied research operations are conducted. Results here during 1959 included development of nine new products and significant improvement of six existing products.

reflects expansion and stepped-up marketing efforts on the part of the Latin American, European, South American and Australian subsidiaries.

Room to Grow

Most Diversey plants have present capacity for greatly expanded business. The company now operates 7 plants in the United States, three in Canada, two each in Venezuela, Hawaii and France, and one each in Brazil, Australia, England, Italy and Puerto Rico. U. S. plants are located at Chicago, Detroit, Newark, Honolulu, Waco, Texas, Chippewa Falls, Wis., and South Gate, Calif. Diversey's oil absorbents and other clay products are produced at a clay mining and processing plant at Macon, Ga.

Acquisition of several U. S.-based companies, now under active consideration, would increase our production capacity even further.

Through research and improved marketing procedures, Diversey is making a strong effort to broaden its lines in industries where the company is already strong. A steady stream of good new products, plus steadily improving customer service and technical assistance, are paying off in wider markets for Diversey products.

New Development

In brewing, for example, Diversey research and development people are nearing success in perfecting an automated, mechanical means to clean the huge tanks and vats common in this industry. Test installations already in operation are showing great promise. The method is similar in principal to automatic spray cleaning already in use by the dairy industry.

Both basic and applied research are carried out in Diversey's Chicago laboratories. Results during 1959 include development of nine new products and significant improvement of six existing products.

Also, during the past year a research laboratory has been established by Diversey (U. K.) Limited, a British subsidiary. The new laboratory is studying technical problems peculiar to customer industries in Great Britain. However, it will soon be able to collaborate with the Chicago facilities for basic research.

Search For Better Products

The search for new and better products, and better ways to market them, has been a primary Diversey concern since the company's beginning 37 years ago.

Just a year after Diversey's one-man sales force took to the road in 1923, the company had 15 men in the field and branch offices in Kansas City and Detroit. More important was the fact that the new products developed by Diversey research were beginning to have their impact. Though still very young, the company devoted much of its energy to research on products and methods to replace the primitive, laborious "elbow grease" cleaning methods still in almost universal use in the mid-and late 1920's.

Key product in the Diversey line then, as it is now, is Diversol, which grew rapidly to become one of the most widely known sanitation products in the world.

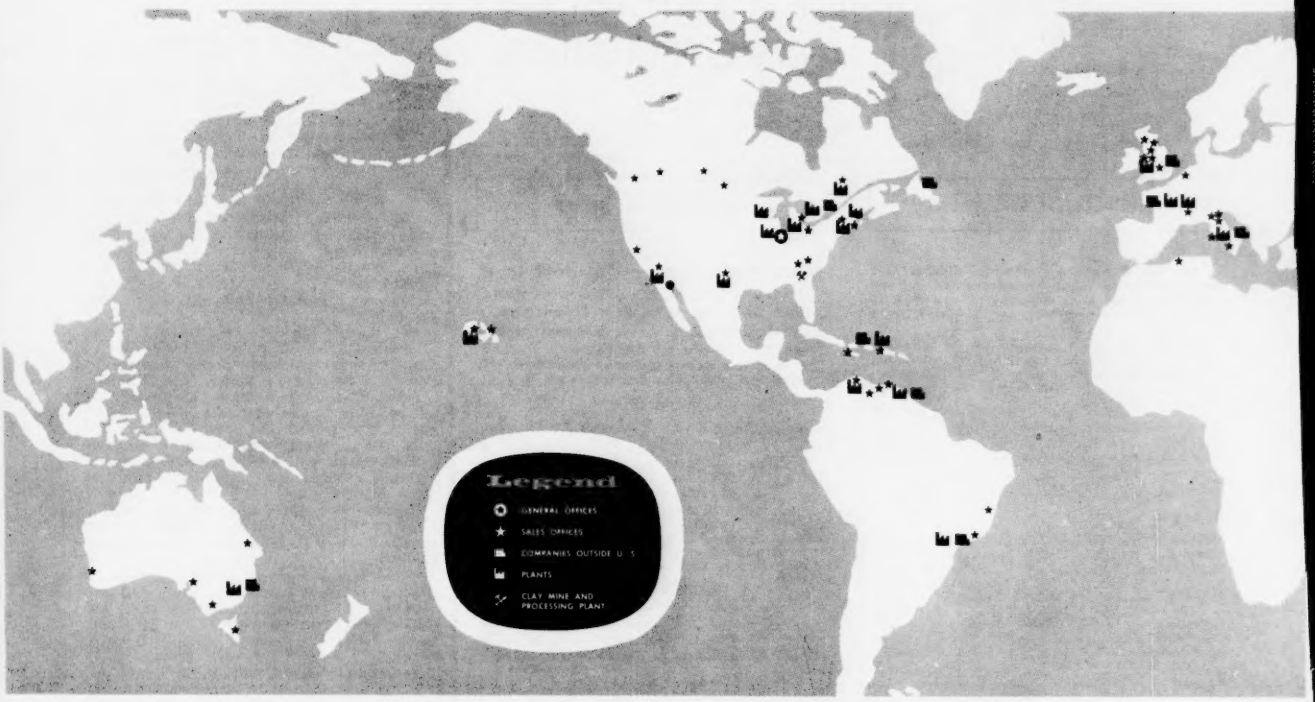
Move Into Metals

Just as Diversol was beginning to create a small revolution in general cleaning in the food industries, a second basic Diversey product was born. It was named Protex Metallum, the first non-corrosive tin cleaner made available to the metal industries. Its application in the manufacture of food containers was later extended to the baking industry, where the new compound was used to treat tinned baking pans.

From these two basic compounds,

THE DIVERSEY CHAIRMAN

After having attended the Massachusetts Institute of Technology and Northwestern University, Herbert William Kochs joined The Diversey Corporation in 1927. In the years that followed he worked, successively, as salesman, district sales manager, technical director, regional sales manager and vice president. He was elected president in 1935 and held that office until he became chairman in 1943. Currently Mr. Kochs is president of the National Council on Crime and Delinquency.



LOCATION OF DIVERSEY CORPORATION FACILITIES

plus a core of other specialized chemicals coming from the Diversey laboratory, the company's product line grew rapidly as Diversey sought new ways to serve the giant food processing industries.

Diversey Expands Nationally

By the time the 1929 crash stunned the nation, Diversey had ceased to be a modest midwest concern and had begun to market its products nationally. After that dismal October Friday, the Diversey Corporation, like the rest of the business world, began to look hopefully to the opportunities of the approaching 1930's.

But unlike many of our customers and competitors, Diversey was able to use the early years of the depression to consolidate gains, step up product research, increase service to customers, encourage more aggressive sales efforts.

During the early '30's, Diversey expanded its operation into the Southwest, initiated its first sales training class, and launched its now-famous program of dairy farm sanitation meetings, the first such service ever offered in the United States.

Through the late 1930's and on into the war years of the '40's and beyond, Diversey's growth resembled the pace of the early years. New products, new distribution methods, and expanded services to a wider range of industries continued to set the basic pattern for the company's progress.

Company Goes Overseas

Diversey's first venture outside the United States, formation of The Diversey Corporation (Canada) Ltd. in 1937, was followed in the 1950's by creation of the company's 10 foreign subsidiaries; the latest was in the Italian subsidiary, Diversey Italiana, organized in Milan in 1958.

Our foreign operations have prospered consistently and will significantly affect the corporation's future growth. The overseas operations already account for about one-fifth of Diversey's total assets.

The outlook for The Diversey Corporation, both in terms of its own growth and in contributions to the industries the company serves, has never been better.

New products now in the research laboratory, continued progress in developing equipment for automatic cleaning, intensified activity in the huge institutional market — plus continued reliance on traditional Diversey service and technical know-how — put the company in its strongest competitive position.

In some fields, brewing for example, Diversey products are used regularly by more than 90 per cent of the companies comprising the industry. In other areas, food processing and metal working, for example, Diversey's position is similarly strong and steadily improving.

But the opportunities for Diversey appear as unlimited as they were back in 1923, when we launched our campaign to take the drudgery out of heavy cleaning. For with each technical advance in the industries we serve, with increasing public awareness of the need for proper sanitation, Diversey products and Diversey service will play an ever-increasing role in industry's search to find better, more economical ways to get things done.

CLASSIFIED ADVERTISING

Industrial Districts

The following planned industrial districts have sites available for immediate construction. Advantages offered by such districts are described in detail in the November-December 1954 issue, pages 6, 7, and 8.

Services offered are indicated by the following code: (A) Architect & Engineer; (C) Construction; (E) Electric Power; (G) Natural Gas; (F) Financing; (P) Paved Streets; (R) Rail Siding; (S) Sewers; (T) Telephone; (W) Water.

Georgia

METROPOLITAN ATLANTA — Nine Industrial Districts offering planned sites of varying location, size, price. Services available: (a) optional, (c) (e) (g) (f) optional, (p) (r) (s) (t) (w). For data on these and other sites at Atlanta contact F. Wm. Broome (member, AIDC) Manager, Committee of 100 DeKalb County, 121 E. Ponce de Leon Ave., Decatur, Ga. Atlanta Phone, DRake 8-3691.

Iowa

IOWA "MANUFACTURING MEADOWS"— Clinton, Iowa (population 35,000). 138 miles west of Chicago on Missirsippi River and Lincoln Highway (U. S. 30). 190 acres within city. Master plan by Skidmore, Owings & Merrill. Served by Chicago and North Western Railroad. Developed by Clinton Development Company, a civic-non-profit corporation. CHapel 2-4536. R. J. Stapleton, Managing Director. Services available: (a) (optional), (c), (e), (g), (f) (optional). (p), (r), (t), (w), restrictions.

Florida

Perini Industrial Park, located at West Palm Beach on the main line of Seaboard Railroad. Available services (a), (c), (e), (g), (f), (p), (r), (s), (t), (w) — Write — Paul F. Hrabko, P. O. Box 1071, W.P.B. Phone TE 3-4533.

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Middlesex County Industrial Department
County Record Bldg., New Brunswick, N. J.

Harrisburg, Pa. Twenty-five sites totaling 1,690 acres with rail siding and access to Pennsylvania Turnpike and major highways. Eighteen additional sites of 936 acres without rail siding. Contact Harrisburg Area Chamber of Commerce, 114 Walnut Street, Harrisburg, Pa. for further information.

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Area Development Department

PUGET SOUND POWER & LIGHT COMPANY

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Stewart G. Neel, *Manager*, AIDC, EEI, PNWIDC

NEW PLANTS

(Continued from Page 58)

Dallas — Parke, Davis & Co., R. F. Rout Mgr.; distr. center. In Oper. 3-acre site. 30,000 Sq. Ft.

Dallas — Paul's Shoes, Inc., Arthur Voekel, Pres.; service center. Est. date of Oper. Dec. 1960. 15,000 Sq. Ft.

El Paso — Utility Trailer Co., (Subs. Utility Trailer Manufacturing Co.), John C. Bennett, Pres. Est. date of Oper. Dec. 1960. 22-acre site. 20,000 Sq. Ft. (B).

Ft. Worth — Davis Furniture Manufacturing Co., Inc., Frank A. Rainone, Sr., Pres.; upholstered furniture. In Oper. 9,000 Sq. Ft. (B).

Ft. Worth — Texas Trampoline Manufacturing Co., Hollis W. Jones, Pres;. trampolines & protective pads. In Oper. 5,000 Sq. Ft. (B).

Ft. Worth (Grt. S. W. Ind Dist.) — Cummins Sales & Service, Inc., Leo J. Troutz, Pres.; rebuild diesel engines. In Oper. 10-acre site. 58,000 Sq. Ft. (B).

Freeport — Dow Badische Chemical Co., (Subs. Dow Chemical Co. & BASF Overzee N.V.); n-butanol & iso-butanol. Est. date of Oper. early 1961. Plans announced.

High Island — U.S. Sulphur Corp., Harry T. McLain, Pres.; sulphuric acid. Plans announced. $6 million.

Houston — Clinton Chemical Co., Mason Piersall, Pres.; aluminum chloride. Est. date of Oper. early 1961. 8-acre site. $250,000. (B).

Houston — Diamond Alkali; acetylene. Plans announced. $Multi-million.

Houston — International Minerals & Chemical Corp., George Brunner, Proj. Mgr.; barite-processing. Under Constr. $500,000.

Houston — Vulcan Detinning (Div. Vulcan Materials Co.), Edward W. Young, Pres.; high yield steel scrap & refined electrolytic tin. Est. date of Oper. Spring 1961. Under $1 million. (B).

Midland — Odessa Natural Gasoline Co. & Warren Petroleum Corp.; natural gas. Under Constr. 20-acre site. $750,000.

Orange — Firestone Tire & Rubber Co., W. A. Wilson, Mgr.; fiber polypropylene. Est. date of Oper. early 1961. 1,000-acre site. $120 million (inc. Va. installation est. cost).

Pineland — Southern Pine Lumber Co., Arthur Temple, Jr., Pres.; particle board. Plans announced. 26,000 Sq. Ft.

San Angelo — Schonrock, Inc.; livestock & horse trailers. In Oper. 24,000 Sq. Ft.

San Antonio — Miller Curtain Co., Fred Miller, Pres. In Oper. 35,000 Sq. Ft. (C).

San Antonio — San Antonio Bag & Burlap Corp., Joe E. Kaplan, Pres.; burlap & cotton bags whse. Under Constr. $56,000.

Victoria — Dowell Div., Dow Chemical Co.; oil well cementing, acidizing & fracturing. Under Constr. 45,000 Sq. Ft. $174,000.

Victoria — E. I. DuPont de Nemours, Inc., Paul N. Burkhart, Supt.; polyethylene. Plans announced. (C).

UTAH

Ogden — Thiokol Chemical Co., Dr. Hal Ritchey, V. Pres.; production of first stage of Minuteman Missile. Est. date of Oper., 1961. 800-acre site. $34 million. (E).

VERMONT

Randolph — Waterbury Companies, Inc.; molded plastic products. $300,000. (B)

VIRGINIA

Big Stone Gap — Stonega Coke & Coal Co.; mine and coal cleaning. Est. date of Oper. June 1961. $4 million. (C).

Harrisonburg — Walker Manufacturing Co.; automotive equip. Plans announced. 86-acre site. 200,000 Sq. Ft.

Lynchburg — Duti-Duds; women's uniforms. Under constr. 50,000 Sq. Ft.

Newport News — Noland Co.; ofc. for mechanical equip. distr. Est. date of Oper. 1963. 1.3-acre site. $750,000.

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INDEX TO PROFESSIONAL AFFILIATIONS

AIDC	American Industrial Devel. Council
AIP	American Institute of Planners
AMA	American Management Association
ARDA	American Railway Devel. Assn.
ASPDA	Assn. of St. Plan & Devel. Officials
ASPO	Amer. Society of Planning Officials
EEI	Edison Elec. Inst. (Area Dev. Comm.)
GLSIDC	Gt. Lakes Sts. Ind. Devel. Council
NIDA	Northeastern Ind. Devel. Assn.
NIZC	Natl. Industrial Zoning Committee
PNWIDC	Pacific N.W. Ind. Devel. Council
SIDC	Southern Industrial Devel. Council
SIR	Society of Industrial Realtors
ULI	Urban Land Institute

NEW PLANTS

Roanoke — Peter Stevens, Inc.; ladies garments. In Oper. 9,000 Sq. Ft. (C).

WASHINGTON

Olympia — Weyerhaeuser Co., Norton Clapp, Pres.; shipping containers. Est. date of Oper. early 1961. (C).

Seattle — Clint W. Lee Co., Wilson K. Lee, Sr., Chm. of the Bd.; printing. Est. date of Oper. Oct. 1960. 5-acre site. 26,400 Sq. Ft. $300,000. (B).

Seattle — Colorado Fuel & Iron Corp.; warehouse. Plans announced. 49,936 Sq. Ft. $250,000.

Seattle — Kenson Tooth Mfg. Corp.; teeth. Est. date of Constr., early 1961. 30,000 Sq. Ft. site. 12,000 Sq. Ft. bldg.

WEST VIRGINIA

No Plants Reported.

WISCONSIN

Middleton — A. O. Smith Corp., L. B. Smith, Pres.; advanced research center. Est. date of Oper. summer 1961. 80-acre site. 50,000 Sq. Ft. $2 million. (B).

WYOMING

No Plants Reported.

CANADA

ALBERTA

Medicine Hat — Canadian Johns-Mansville Co. Ltd.; cement asbestos pipe & products. Est. date of Constr. 1961. 50-acre site. $8 million. (C).

MANITOBA

Fort Garry — Tallcrete Ltd. (Div. Tallman Gravel & Sand Supply Ltd.), Val Clancy, Mgr.; concrete masonry blocks. In Oper. 23-acre site. 25,000 Sq. Ft. $1 million. (B).

Winnipeg — Chicago Blower Canada Ltd., G. T. Christie, Mgr.; industrial fans, blowers. Est. date of Oper., Nov. 1960. 20,000 Sq. Ft. $250,000. (B).

Winnipeg — Inter-Collegiate Press of Canada Ltd. (div. Inter-Collegiate Press, Kansas City, Mo.), William Haberland, Mgr.; yearbook, diploma, invitation printing. In Oper. 6,250 Sq. Ft. $100,000. (B).

FOREIGN

Argentina, San Lorenzo — Pasa Corp. (Subs. of Continental Oil, Cities Service, U.S. Rubber, Witco Chem., & Fish Internatl.); synthetic rubbers. Est. date of Oper. Summer 1962. (Pending Arg. govt. appr.) $74.5 million.

Algeria, Bone — Societe Bonoise de Siderurgie; steel. Est. date of Oper. 1965. $166 million.

England, Aylesbury — New Holland Machine Co. (Div. Sperry Rand Corp.); farm equip. Est. date of Oper. May 1961. 58,000 Sq. Ft. (B).

Federal Republic of Germany, Bremerhaven — City of Bremerhaven; cold storage. Plans announced. $20 million.

Ghana — Ghana Aluminum Products, Ltd.; sheet aluminum for roofing, etc. Plans announced. $1 million.

Ghana, Tema — Pillsbury Co.; flour. Plans announced. $4 million.

India, Silghat — Assam Cooperative Jute Mills, Ltd.; jute. Plans announced. $3 million.

Italy, Trino Vercelese — Societa Elettronculeare Italiana; nuclear power plant. $34 million.

Japan — Maruzen Oil and Dow Chemical Cos.; phenol. Est. date of Oper. late 1961. $44 million.

Mexico, Guadalajara — Compania Internacional de Mexico, S.A.; airplanes. Plans announced. $1.4 million.

Uruguay — Compania BAO, S.A.; resins for adhesives, bonding & polyesters. Plans announced. $100,000 equip.

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COMING IN NOVEMBER

An annual progress report:
The Role of TRUCK TRANSPORT Companies in Industrial Development

The first in a series of international area surveys:
THE BRITISH ISLES

Two area surveys:
BERKSHIRE COUNTY, MASS.
THE NORTH BAY AREA OF CALIF.

INDUSTRIAL DEVELOPMENT MANUFACTURERS RECORD
THE INTERNATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION

RECENT RELEASES

By Suzanne Johnson

GENERAL REPORTS

The Urban Real Estate Cycle — Performances and Prospects by Homer Hoyt. This bulletin presents the author's summary of past performances in the real estate cycle and its future prospects. He concludes that the weight of evidence points away from any recurrence of sharp economic depressions which have pulled down real estate values in the past — the future value of real estate depending, however, on the preservation of private property rights. Urban Land Institute, 1200 — 18th Street, N.W., Washington, D.C. 1960, 16 pages, $2.

* * *

Date Sources For Plant Location Analysis. This collection of source materials has been compiled to assist manufacturers in undertaking systematic studies of prospective plant locations. Many of the sources will also be of help to state and community development groups in the preparation of economic and industrial surveys of their areas. Superintendent of Documents, Government Printing Office, Washington, D. C. 1959, 42 pages, 20 cents.

* * *

American Industry in Europe. A report on the Arden House Conference. This report purports to summarize the conference and at the same time to present to the businessman a framework which may assist him in analyzing Common Market developments and in making decisions regarding the ECM. Arthur D. Little, Inc., 35 Acorn Park, Cambridge, Massachusetts. 1960, 99 pages, $3.

* * *

The Dynamics of Urban Land. ULI announces new research program and appointment of research director. Urban Land Institute, 1200 — 18th Street, N.W., Washington, D. C. July-August, 1960, 10 pages, $1.

International Private Investment: A Guide to Prospectus Preparation by Harry J. Robinson. The objective of this study is to assist large-and small-scale industrialists in newly developing countries, who are in need of foreign financial or technical assistance, by providing a practical guide for the preparation of an investment prospectus for submission to potential United States investors. The suggested procedure is in accordance with United States practice, and its adoption by official international agencies. International Industrial Development Center, Stanford Research Institute, Menlo Park, California. 1960, 22 pages, $3.

AREA REPORTS

Germany's Economy in The New European Market by R. F. Timken-Zinhann. A report to the American Chamber of Commerce in Germany. Suddeutscher Verlag G.M.B.H., Munich, Germany. 1959, 74 pages.

* * *

Bermuda. A fact manual for industry. It contains information which will be of interest to any firm or organization contemplating the establishment of a light industry in Bermuda's Ireland Island Freeport. The Bermuda Crown Lands Corporation, Hamilton, Bermuda. 1960, 36 pages.

* * *

Room Air Conditioners — A Manufacturing Opportunity in Georgia by Eugene Queen. This report offers new insights into an important manufacturing opportunity for Georgia. By providing statistical measures of the degree of influence exerted by both climate and income, Mr. Queen's analysis suggests a new and valuable basis for forecasting sales of room units. This information casts a new light on questions important to the location of new manufacturing plants. Georgia Department of Commerce, State Capitol, Atlanta, Georgia 1958, 38 pages.

INDUSTRIAL DEVELOPMENT BRIEFS

Neal L. Moylan, former head of the Radio-TV-Motion Picture Bureau of the New York State Department of Commerce, has been promoted to assistant deputy commissioner of the department, according to an announcement by Commissioner Keith S. McHugh. Mr. Moylan has been with the department since 1947 and has served in several capacities since that time. In his new position he will be assistant director of the Division of Public Information.

* * *

The Hawaiian Electric Company has announced the expansion of its Industrial Development Section into an "area development office." Rollin C. Bacher, who has directed the section since its inception, will continue as head of the new office. President Ralph B. Johnson of HECO said establishment of the area development office was "evidence of our company's interest to give all possible assistance as planning proceeds." In the past the Industrial Development Section concentrated its efforts on attracting new industry to the islands, but under the new setup, Mr. Bacher explained, one of the key roles of his office will be "to assist in making certain that through good planning we have orderly development."

* * *

Robert H. Dunlap has been appointed to head the nuclear department of the Industrial Services Division of the Florida Development Commission. An administrator and professional engineer from Lynchburg, Virginia, Mr. Dunlap also serves as acting executive director of the Florida Nuclear Commission. In his new capacity he will negotiate with top levels of industrial management throughout the United States to further Florida's nuclear development program. He will coordinate programs now underway in the Development Commisison which deal with new nuclear plants in Florida for fuel reprocessing, a reactor for testing industrial products, the use of radioisotopes in Florida industry, and nuclear research.

INTERNATIONAL

1961

SITE SELECTION HANDBOOK

In today's complex, jet-age economy, the need for expert and scientific evaluations in your site selection and plant location activities is greater than ever. Recognizing this fact, the editors of your 1961 Site Selection Handbook have gathered and organized in logical sequence a comprehensive list of factors which will be useful to you from the time you first make a decision to build a new installation until ground is broken for the project. Your Handbook also contains the longest and most complete list ever assembled of active industrial development groups which can be of help to you in your plant location problems.

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Well, how do you find water?

With water tables going lower, and contamination of rivers and streams increasing, the problem of suitable water supply for a new industrial plant grows more and more complicated.

New York Central's Industrial Development Department has prepared a new booklet which reviews the many points you need to check in considering a possible water source.

While water is generally plentiful throughout New York Central territory, you will find Central's water experts most helpful in finding the right water for your particular need. Mail this coupon today. No salesmanship, just helpmanship . . . Courtesy of the Central.

Ask about "Operation Turnkey". Under this plan we coordinate all phases of planning, financing and construction and deliver a completed building to your specifications on either purchase or a long-term lease.

NEW YORK CENTRAL SYSTEM

ROAD TO THE FUTURE

Otto W. Pongrace, Director of Industrial Development
Dept. D, New York Central Railroad
466 Lexington Avenue, New York 17, N. Y.

Please send me a copy of your new booklet, "Water, How Much—And How Good".

name_____

address_____

city_____ zone_____ state_____

You will find in reading these and subsequent pages that your Handbook this year provides you with more practical information and is a more useful tool in your planning for growth than ever before. In addition to the checklist of factors and list of active industrial development groups you will find also a complete bibliography of all the reports on site selection, plant location, and related activities, that I.D. has offered since it first began publication. This all constitutes a vast and unique store of functional data for expanding industry.

THE FACTORS FOR EXPANSION

If you have never been involved with the myriad factors affecting the final decision in pinpointing the site for a new industrial or commercial facility, it may seem to you that among many apparently similar communities any one would be as advantageous as another for the location of some particular type of plant.

In the course of a day, for example, you could drive through several dozen cities and towns which, on the surface, appear to have generally the same characteristics. Each has signs welcoming you to the community, civic clubs with devoted members, friendly policemen to maintain law and order, stores and shops with names you would recognize anywhere, and so on ad infinitum.

However, if you are on the serious job of expansion planning, using all the tools at your command to dig beneath the surface, you will soon discover that there can be vast differences between look-alike communities perhaps only a few miles apart.

A case in point is the survey made recently by a national industrial organization of a number of cities and towns being considered as the location of a plant. The rather astounding figures turned up included the fact that, for instance, there could be between the best and worst communities a four-and-one-half year differential in median school years completed. Further, between two locations there was a 700 per cent difference in the number of engineers and scientists per one thousand population.

Probing deeper, the company found per capita debt of $350 in one location and less than $1 in another. If found that the percentage of non-farm workers organized by unions was six times as great in one spot as in another, and that work stoppages per million non-farm employees were 12 times as great in one location as in another.

Continuing, the survey showed that the percentage of persons of voting age who cast ballots in the last presidential election ranged from 22.1 per cent in one area to 77.3 per cent in another. It found that the accidental death rate was four times as great in some spots as in others and that community chest contributions per capita were 12 times as great in some areas as in

PLANNING

INTERNATIONAL

1961

SITE SELECTION
HANDBOOK

others.

Significantly, each one of these factors represents an intangible which might not be seen in a casual glance at the community.

It is quite obvious, therefore, that no matter what kind or size of industrial or commercial organization you may have, when the time comes for an expansion into a new location, a study in depth of the prospective area or areas is a matter of just plain playing-it-safe necessity.

To help you in such a study, I.D. has assembled in the annual Site Selection Handbook a comprehensive and easy-to-follow checklist of more than 800 separate factors which may come under consideration in the course of selecting a specific plant site.

It is highly unlikely, of course, that any one site selection and plant location problem would ever involve **all** the factors on this list. But, in an across-the-board look at industry, it is certain that at one time or another every one of the factors, in various combinations, will be a consideration in expansion planning.

Obviously, the combination of factors you use will depend upon the type of operation you intend to build. While certain basic factors such as availability of labor, transportation, taxes and so on are important in varying degrees to the location of virtually any manufacturing facility, other, more specific factors would apply only to particular operations.

You would, for example, take into account in planning a woodworking plant a quite different set of considerations from what you would need in locating a flour mill.

It is with this thought in mind that the editors of your 1960 Site Handbook have arranged the list of plant location factors in such a way that you can easily check with a pencil mark the ones that will apply directly to your particular expansion planning project.

Then, after you have decided upon the geographic area you want and have selected several specific communities for consideration as a possible location for your plant, you can take your checklist and apply it to each community. Using a rating scale on each factor in your list as applied to the individual communities being considered, you can eliminate those that are unsuitable and be ready to move toward your final decision.

You will find, too, that the International Community Audit Registry can be of invaluable aid in helping you to select communities for consideration as the location of a new facility. The Audit program is explained fully in a report following the geographical listings.

Following is your comprehensive list of location factors which can be helpful to you from the time that construction of a new facility is first proposed at a meeting of your board until the ground is broken for the actual building project.

MARKETS

Market Trends

- Local versus national trends ☐
- Home ownership trend ☐
- Education level trend ☐
- Percentage of salaried people ☐
- Discretionary income trend ☐
- Factors affecting obsolescence rates ☐
- Farm-to-city shift ☐
- Suburban growth trend ☐
- Percentage in older age brackets ☐
- Average life span ☐

Retail Sales Trends

- Service stations ☐
- Drug stores ☐
- Department stores ☐
- Food stores ☐
- Restaurants ☐
- Hardware stores ☐
- Specialty and variety stores ☐

Income Trends

- Total income in area ☐
- Per capita income ☐
- Per family income ☐
- Disposable income ☐
- Size of various income groups ☐

Competition

- Your past sales record in area ☐
- Your new location's effect on your competitive position ☐
- Where are competitors located ☐
- Competitors' sales record in area ☐
- Competitors' reaction to your new location ☐
- Where are competitors likely to locate in area ☐
- Possibility of new competition in area ☐
- Future market share for each competitor ☐

Industrial Markets

- Assemble state and local industrial directories ☐
- Check input-output data for region ☐
- List activities by SIC numbers ☐
- Study growth industries in area ☐
- Study trend of industries moving into area ☐

Special Geographic Factors

Study special factors affecting sales such as:

- Effect of water hardness on detergent sales ☐
- Effect of climate on air conditioner sales ☐
- Effect of winter on sales of snow equipment ☐

Areas

- Study logical boundaries of markets ☐
- County business patterns ☐
- Metropolitan areas ☐
- Local shopping areas ☐
- Marketing areas crossing political boundaries ☐

Consumer Characteristics

- Average family size ☐
- Auto registration ☐
- Home ownership ☐
- Occupations ☐
- Product preferences ☐
- TV ownership ☐
- Daily paper readership ☐
- Seasonal variations in consumers ☐
- Hobbies or avocations of consumers ☐

Population

Study population of area for:

- Age ☐
- Sex ☐
- Race ☐
- Education ☐
- Urban ☐
- Rural ☐
- Institutional ☐
- Growth trend ☐

LABOR

Commuting Factors

- Travel time ☐
- Travel distance ☐
- Rural workers who will commute farther ☐
- Higher wage rates pull workers farther ☐
- New plants attract workers from wider area ☐
- Males commute farther than females ☐
- Intermediate age workers travel less ☐

Employee Performance in Area

Check records for facts on:

- Productivity ☐
- Absenteeism ☐
- Turnover for various industries ☐
- Community attitude toward workers ☐
- Effect of your plant on worker relations in community ☐

Relocation

If you are proposing to move a plant from one location to another, check:

- Notification of employees ☐
- Cost of terminations ☐
- Possible action of union at present plant ☐
- Who should be asked to move ☐
- Responsibility for handling the move ☐
- Financial allowance for employees who move ☐
- Provide complete information about the new community to workers who are moving ☐
- Cost of re-employment ☐

Recruiting Methods

Check recruiting methods available:

- Registration program at local development group ☐
- State employment service ☐
- Colleges, business and trade schools employment services ☐
- Private employment agencies ☐
- Newspaper ads ☐
- Radio and television ads ☐
- Direct mail, open meetings, posters and other means of recruiting ☐

Testing Techniques

Consider systematic, scientific methods for recruiting new workers:

- Biographical inventory ☐
- Intelligence tests ☐
- Aptitude tests ☐
- Personality tests ☐
- Vocational interest tests ☐
- Psychological tests ☐
- Interviews ☐
- Performance tests ☐

Labor Legislation

- State right to work law ☐
- State FEPC law ☐
- State "Little Wagner Act" ☐
- Labor legislation which makes the state non-competitive with nearby states ☐
- Legislation which effectively prohibits secondary boycotts ☐
- Law restricting use of injunctions to prevent unreasonable union acts ☐
- Legislation restricting pay and hours unnecessarily ☐
- Reasonable safety and health laws ☐

Union Activity

List each union, giving:

- Date organized ☐
- Approximate membership ☐
- Was origin peaceful ☐
- Is it a pattern-setting union ☐
- Is union leadership reliable ☐
- Are restrictive practices common ☐
- Check major disputes in recent years ☐
- What is union strength in local politics ☐
- Is there external domination ☐
- Is membership heterogeneous ☐
- Does union support secondary boycotts ☐

Personnel Policies

In staffing new plant, consider:

- Extended trial periods ☐
- Established seniority rules ☐
- Planned procedure for promotions ☐
- Explain basis for transfers ☐

Unemployment

Check labor surplus area classifications issued bi-monthly by Labor Dept:

- Less than 1.5% unemployed. Critical labor shortage ☐
- 1.5 to 2.9% unemployed. Slight shortage. ☐
- 3.0 to 5.9% unemployed. Slight labor surplus. ☐
- 6.0 to 9.9% unemployed. Relatively permanent labor surplus. ☐
- 9.0 to 11.9% unemployed. Substantial permanent labor surplus. ☐
- More than 12% unemployed. Critical surplus. ☐

Labor Potential

Get a general picture of labor potential of area by checking:

- Population density ☐
- Present employment in agriculture ☐
- Employment in trade and service ☐
- Employment in manufacturing ☐
- Unemployment in area ☐

Scientific Manpower

- Get output of engineers and scientists at nearby colleges and universities ☐
- Check availability of graduate programs ☐
- Survey research institutions in area ☐
- List other technological activities ☐
- List local chapters of scientific societies ☐
- Check enrollment of engineers and scientists in colleges in area ☐

Vocational Training

- Programs available ☐
- Programs planned ☐
- Facilities used ☐

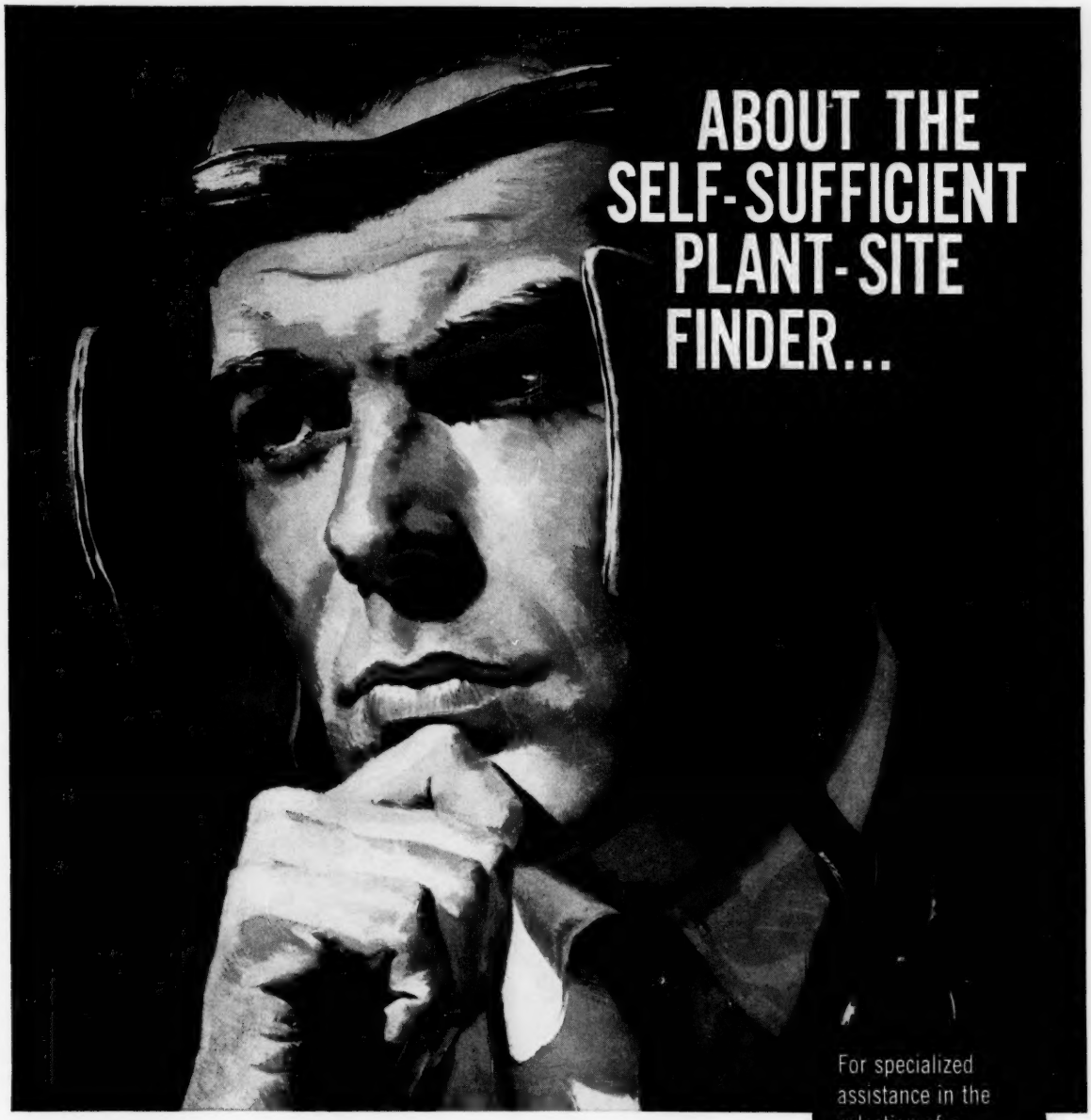
Check training opportunities for:

- Apprentices ☐
- Supervisors ☐
- Managers ☐

Labor Force Inventory

Compile data and break down according to:

- Skilled, semi-skilled, unskilled ☐
- Male, female ☐
- White, colored ☐
- Full-time, seasonal or part-time ☐
- Native, foreign born ☐
- Educational level ☐
- Supervisory personnel ☐
- Executive personnel ☐
- Scientific personnel ☐
- Check jobs which have remained unfilled for some time at local employment offices ☐



The self-sufficient plant-site seeker is like a man wearing blinders. By depending upon his own resources his outlook is sharply reduced. Certainly such a man as this may display the highest executive abilities, but without facts to guide him, his judgment may be vulnerable.

Providing the right information is the main business of our Industrial Development Department. This expert staff is qualified to furnish authoritative data in such diverse areas as engineering, geology, transport, hydraulics, power, marketing, labor, community acceptance, legal affairs. Correctly assessing the situation in any one of these subjects could be important to the success of your industrial location.

It doesn't do a bit of harm to establish a broad base of inquiry . . . shuck-off the blinders . . . contact Chicago and North Western Railway. There is no charge, inquiries held in confidence.

For specialized assistance in the selection of a plant site, call or write:

GENE F. CERMAK
Director of Industrial Development,
CHICAGO AND NORTH WESTERN RAILWAY,
400 West Madison St.
Chicago 6, Illinois

Telephone:
DEarborn 2-2121

CHICAGO AND **NORTH WESTERN** RAILWAY

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NEW HAMPS
WYOMING
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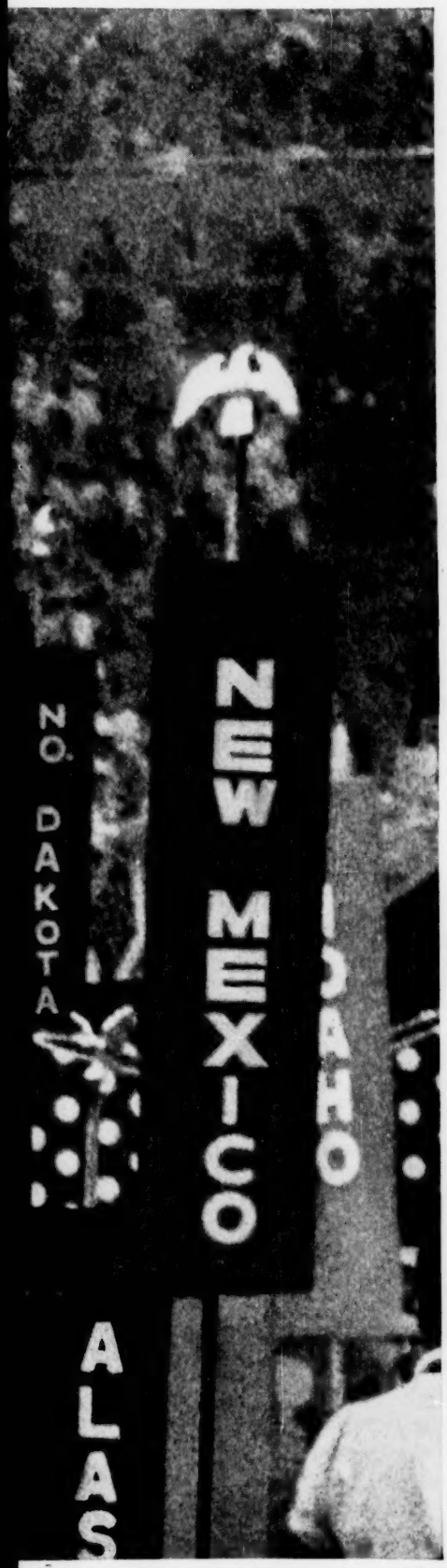

Here is a REAL vote of confidence!

NEW 1960 CENSUS SHOWS A POPULATION INCREASE IN THE SOUTH IN THE LAST DECADE GREATER THAN THE PRESENT COMBINED POPULATION OF 14 STATES

If all the people now living in North and South Dakota, Montana, Idaho, Wyoming, Delaware, Utah, Nevada, Maine, New Mexico, Vermont, New Hampshire, plus our two new states, Alaska and Hawaii, were to pack up and move into Southern Railway System territory, the world would stand amazed.

Yet, the combined population of these fourteen states, based on the 1960 census recently announced, is less than the population growth in the last decade of the thirteen states served by the Southern Railway System.

Here is no ordinary growth pattern of a region that is complacently settled down to industrial maturity. This is the sprouting development of a fast-growing, vigorous industrial "youngster," that must inevitably result for years to come in new and expanding markets for goods and services of all kinds.

Yes, we have been saying it for years, and now the new U. S. census *proves* it to be true: this is the "era of opportunity" for the young and fast-growing area served by the Southern. Make it a time of opportunity for your industry, too. Come South now and grow with us! *"Look Ahead — Look South!"*

Harry A. DeButts
PRESIDENT

LOOK SOUTH
LOOK AHEAD

SOUTHERN RAILWAY SYSTEM
WASHINGTON, D. C.

The Southern Serves the South

Executive Manpower

Study carefully:
- Your requirements for next five years ☐
- Number of college graduates in area ☐
- Undergraduate and graduate programs of colleges in area ☐
- Executive development programs in colleges in area for non-students ☐
- Executive development programs of various associations and organizations in area ☐

Labor Surveys of Registration

In estimating number of suitable workers, be sure to:
- Discard those over or under age ☐
- Eliminate those presently employed ☐
- Count only those with proper skill or aptitude ☐

Interview Other Employers

Make a systematic check of other local employers, discuss frankly and confidentially:
- Wage rates and incentives paid ☐
- Fringe benefits ☐
- Overtime compensation ☐
- Local holidays which you may have to observe ☐
- Is the city dominated by one industry which sets pattern ☐
- Is the economy contracting, putting pressure on local workers ☐
- Are major local industries in midst of rapid technical changes causing severe fluctuations of employment ☐
- Is production pattern of most local industry steady ☐
- Are important local industries highly seasonal ☐
- Are recreation facilities provided by industry ☐
- Are eating facilities provided by industry ☐

Unavailable Personnel

In using labor force data, be careful not to count:
- Military ☐
- Patients in hospitals ☐
- Occupants of jails ☐
- Tourists ☐

Sources of Data

- State employment services ☐
- U.S. Dept. of Labor ☐
- Development agencies ☐
- Newspaper want-ads ☐

MATERIALS AND SERVICES

Major Raw Materials

- Location ☐
- Availability ☐
- Competition for materials ☐
- Delivery ☐
- Interruptibility ☐
- Production outlook—long term ☐

Routine Supplies

- Warehouses, distributors ☐
- Office supplies ☐
- Mill supplies ☐
- Maintenance supplies ☐
- Building materials ☐

General Services

- Subcontractors ☐
- Machine shops ☐
- Job printers ☐
- Branch offices, service ☐
- Catering ☐
- Food vending ☐
- Employment ☐
- Realtor ☐
- Advertising ☐
- Attorneys ☐
- Plant protection ☐
- Telephone answering ☐
- Architects ☐
- C.P.A.'s ☐
- Credit bureau ☐
- Janitorial ☐

Technical Services

- Instrument repair ☐
- Testing labs ☐
- Blueprint service ☐
- Consultants ☐

TRANSPORTATION

Location Economics

- Your annual tonnage of various items ☐
- Proximity vs. accessibility ☐
- Congestion — traffic density ☐
- Location at source ☐
- Location at market ☐
- Intermediate location ☐
- Transfer costs ☐
- Processing costs ☐
- Packaging costs ☐
- Duties and tariffs ☐
- Characteristics of product ☐

Rail Transportation — General

- Groups: Granger, etc. ☐
- Classification territories ☐
- Ratings ☐
- Exceptions ☐
- Commodities ☐
- Carload rates ☐
- Carload minimums ☐
- Less than carload ☐
- Demurrage ☐

Rail Service at Each Site

- Rail line, branch or main ☐
- Number trains daily, passenger and freight ☐
- Schedule of stops ☐
- Switching arrangements ☐
- Cost of siding — who pays ☐
- Design of siding ☐
- Complications: sidings jointly used, crossing public roads ☐
- Handling hazardous materials — special regulations ☐
- Special equipment ☐
- Piggyback service ☐
- Interchange services ☐

Truck Transportation

- Access to major thru highways ☐
- Common carriers serving area — interstate, intrastate ☐
- Terminals and facilities ☐
- Schedule — trips per day ☐
- Overnight radius ☐
- Pick up service ☐
- Rate structure ☐
- Specialized equipment ☐
- Interchange services ☐

Miscellaneous Motor Transportation

- Bus service ☐
- Transit service to plant site ☐
- Car rental service ☐
- Taxi service ☐

Water Transportation

- Lines serving area and/or site ☐
- Channel depth ☐
- Interruptibility in winter ☐
- Port facilities ☐
- Interchange services ☐
- Warehousing facilities ☐

Commercial Air Service

- Airlines serving area ☐
- Daily passenger flights ☐
- Daily freight flights ☐
- Terminal facilities ☐
- Helicopter service ☐
- Charter service ☐
- Time from plant to airport ☐

Private Aircraft Facilities

- List of airports usable by executive aircraft ☐
- Runway length, surface for each ☐
- Lights ☐
- Radio communication ☐
- Hangar and office facilities ☐
- Time from plant to airport ☐

Mail, Parcel Post and Express

- Local post office service ☐
- Regional post office system ☐
- Parcel post zones ☐
- Express service — area ☐
- Express pick up ☐
- Messenger service ☐

Communications

- Telephone ☐
- Teletype ☐
- Private wire system ☐
- Microwave ☐
- TV ☐

Special Services

- Public warehouses ☐
- Bulk storage terminals ☐
- Piggyback ☐
- Trailer ferry ☐
- Machinery movers ☐

Pipelines

- Routes ☐
- Capacity ☐
- Availability ☐

GOVERNMENT AND LEGISLATION

Government Administration in Area

Examine all units, local, county, state, for:
- Financial condition ☐
- Honesty ☐
- Efficiency ☐
- Attitude toward industry ☐
- Civil service ☐
- Personnel practices ☐
- Salaries ☐

Federal Activities in Area

- National defense activities ☐
- Dispersal requirements ☐
- Incentives offered in distressed areas ☐
- Special consideration in contract awards ☐
- Federal construction programs ☐

State Legislation

Check legislative action program of state chamber or associated industry groups ☐
- Has program been successful ☐
- What existing laws are burdensome to business ☐
- Regulation of securities ☐

State Taxes

- Corporate income tax rate ☐
- Is federal income tax deductible ☐
- Operating loss carryover provision ☐
- Sales and use tax ☐
- Franchise tax on out-of-state firms ☐
- Unemployment compensation tax rate ☐
- Workmen's Compensation insurance rates, provisions ☐
- Concessions to new industries ☐
- Property taxes and method of evaluation ☐
- Excises ☐
- Licenses and permits ☐
- Inheritance ☐
- Estate ☐
- Motor vehicle ☐
- Gift ☐
- Corporate organization, qualification fees ☐

Local Taxes and Laws

- Industrial assessment practices ☐
- Residential assessment practices ☐
- Machinery and inventory tax ☐
- Tax on payrolls ☐
- Local income taxes ☐
- Concession to new industry ☐
- Sunday closing practices ☐

Total Tax Bill

Get total picture by adding:
- City taxes ☐
- Special district taxes ☐
- County taxes ☐
- State taxes ☐
- Federal taxes ☐

information about Rock Island Country for industrial site seekers

When you plan a new factory, warehouse, or other industrial installation, you want it to be in a stable market with a steady rate of expansion and an uninterrupted supply of men and materials to manufacture and move your product.

This describes Rock Island Country, the heartland of America. It is the center of national markets and the headquarters of many important regions. All across this great territory, the Rock Island railroad has choice industrial sites available. And it has specialists who can provide you with all the essential information about the areas these industrial sites are in—facts on labor, transportation, power, raw materials, housing, the community, commercial services, and a host of other details.

From Chicago to Des Moines to Denver...from the Twin Cities to Kansas City to Houston...from Little Rock to Amarillo—Rock Island Country is thriving, and is destined to get even more vigorous. If you would like to have your company become a part of this vast industrial growth, let one of our industrial specialists help you. They are located in all key areas, and know them intimately. They are the people who have helped locate over a billion dollars of private industry in Rock Island Country in the past three years.

For the name of the man in the area that interests you, write, wire, or phone P. J. Schmidt, Manager, Industrial Department 157, Rock Island Lines, La Salle Station, Chicago 5.

Rock Island

ROCK ISLAND LINES

the railroad of planned progress . . . geared to the nation's future

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Then, measure taxes in relation to services provided ☐

Future Taxes

Is major expansion of govt. services or facilities planned ☐
Do schools, roads need a great deal of attention ☐
Is there a capital budget program ☐

Industrial Dispersal

Does the area have a dispersal plan ☐
Is the site in a major target area ☐
Would your employees be in target area ☐
Would you depend on customers in target area ☐
Is your transportation lifeline vulnerable ☐
Would your major suppliers be in target area ☐

FINANCING

Analyze Requirements

Lease or buy ☐
Purchase lease-back ☐
New building or existing structure ☐
Working capital situation ☐
Effect on tax picture ☐
Payout time ☐

Sources of Funds

Company funds ☐
Sale of stock ☐
Short-term bank loan ☐
Long-term loan or mortgage, private ☐
Pooling institutional funds ☐
Borrow from affiliated firm ☐
Borrow from supplier ☐
Insurance company ☐
State credit corporation ☐
Assorted mutual funds ☐
Local development corporation ☐
Federal — Small Business Administration ☐
Merger ☐

Credit Factors Influencing Financing

General reputation of firm ☐
Type of business ☐
Length of time in business ☐
Quality of management ☐
Continuity of management ☐
Are younger executives being trained ☐
Earning history ☐
Cash position ☐
Long and short-term liability ☐
Type of plant — adaptable to other use ☐
Size of plant (25,000 — 50,000 sq. ft. optimum) ☐
What does firm expect to accomplish with new unit ☐

Factors Affecting Terms of Loan

General economic situation ☐
Business cycles ☐
Length of loan ☐
Interest rate ☐
Importance of industry to community ☐

Special Inducements

Free land ☐
Free plant ☐
Nominal rent ☐
Low interest rate ☐

WATER AND WASTE DISPOSAL

General

Regional trends in water consumption ☐
Interstate compacts ☐
Major conservation programs ☐
Proposals for watershed development ☐

Basic Water Sources

Municipal water system ☐
Wells ☐
Spring ☐
Stream ☐
Rain catch ☐
Re-use ☐
Sea ☐

Municipal Water Systems

Source of supply ☐
Dependability of water supply ☐
Storage capacity ☐
Pumping capacity ☐
Average use ☐
Maximum use ☐
Effect of your consumption ☐
Approved by State Health Dept. ☐
Pressure at site ☐
Industrial rate ☐
Flouridation ☐

Ground Water — Wells

Depth of water ☐
Recent trend of water table elevation ☐
Drilling problems ☐
Pumping cost ☐
Regulations on use ☐
Requirements for re-charge ☐
Temperature ☐

Surface Water — Streams and Lakes

Annual rainfall ☐
Maximum flow for long period ☐
Average flow ☐
Minimum flow for long period ☐
Seasonal variations in level ☐
Influence of tides ☐
Temperature ☐
Upstream uses ☐
Distance to site ☐
Feasibility of dam or pump station ☐

Stream Pollution — Waste Disposal

Regulatory bodies ☐
Applicable legislation ☐
Process control ☐
Cost of treatment ☐
Neighboring activities ☐
Pre-location stream study and analysis ☐

Chemical Analysis

Hardness ☐
Alkalinity-acidity ☐
Organic material ☐
Solids ☐
Oxides ☐
Chlorides ☐
Nitrates ☐
Sulfates ☐

Drainage

Flood hazards ☐
Drainage from roof ☐
Drainage from paved areas ☐
Storm sewers ☐

Sewage Disposal Systems

Is sewer service available ☐
At what cost ☐
Type of disposal plant ☐
Present average load ☐
Present plant capacity ☐
Expansion actually committed ☐
How will expansion be financed ☐
Ordinances on industrial wastes ☐
Your waste analysis — solids, liquids, chemicals ☐
Will you need additional site for lagoons ☐

Garbage and Trash Disposal

Garbage pick-up service ☐
Trash pick-up service ☐
Location of dumping or burning area ☐
Control of incinerators ☐
Cost of service ☐

POWER AND FUEL

Select Basic Energy Source

Hydro ☐
Coal ☐
Lignite ☐
Shale ☐
Oil ☐
Gas ☐
Nuclear fission ☐
Solar radiation ☐

Check Each Utility or Supplier

Recent expansion record ☐
Expansion currently scheduled ☐
Record of shortages ☐
Record of interruptions ☐
Vulnerability to natural disasters ☐
Is there inter-connection with other utilities ☐
If public source, is expansion dependent on legislative action ☐

Electric Power

Estimate demand for:
Lighting ☐
Machines ☐
Air conditioning ☐
Welding ☐
Furnaces ☐
Specify voltage, phase, cycle ☐
Check complete rate schedule ☐
Explore off-peak rate possibilities ☐
Check discounts, penalties ☐
Fuel adjustment provisions ☐

Coal, Oil

Compare cost per million BTU's at site ☐
Coal price at mine ☐
Transportation cost ☐
BTU value ☐
Oil price per barrel ☐
BTU value ☐
Availability of low-grade fuels in quantity ☐

Gas

Availability to meet peak use, cu. ft. per hour ☐
Allocation for industrial use at location ☐
Natural or manufactured ☐
BTU value ☐
Storage and distribution facilities ☐
Rates ☐

COMMUNITY CHARACTERISTICS

Overall Community Planning

Has the community measured its future needs ☐
Plan for meeting future needs ☐
Budget program for financing plan ☐
Priority system for scheduling projects ☐
Procedure for keeping the plan updated ☐
Are there visible signs of progress on the plan ☐
What effect on the overall plan would your plant have ☐

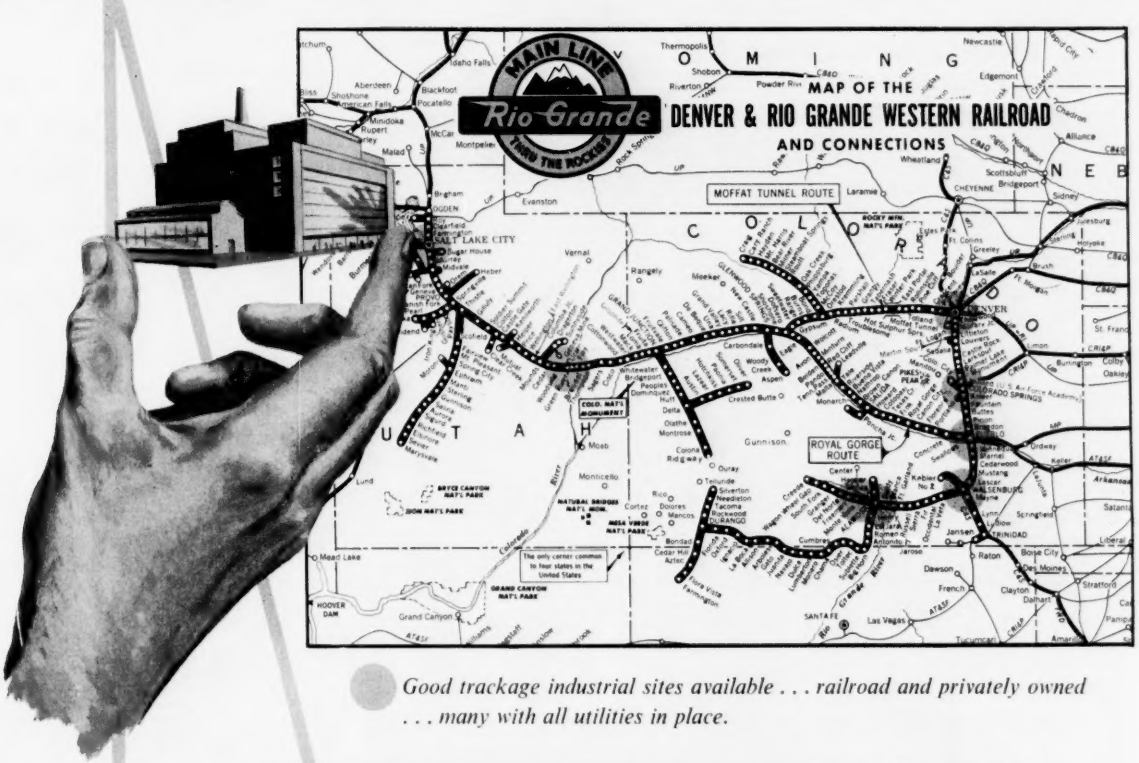
Planning and Zoning

Does the community have what is popularly called a "comprehensive plan" with zoning map and ordinance ☐
Was this plan prepared with professional aid ☐
Is the plan administered by a planning board or commission free of political pressure ☐
Is the plan coordinated with that of adjoining areas ☐

Industrial Zoning

How are industrial areas defined ☐
Are they protected against residential encroachment ☐
Check provisions on:
Noise ☐
Smoke ☐
Odor ☐
Dust and dirt ☐
Noxious gases ☐
Glare and heat ☐
Fire hazards ☐
Industrial wastes ☐
Traffic ☐
Aesthetics ☐
Psychological effects ☐

Putting Your Plant in *Its* Place!



Good trackage industrial sites available . . . railroad and privately owned . . . many with all utilities in place.

. . . There's only one place for your plant (branch office, new business, or distribution center) . . .

. . . a place with adequate water, power, resources . . . ample, productive labor . . . and *good* transportation!

. . . a place where living is enjoyable and it's as easy to raise a family as a business!

. . . a place that's uncrowded but thriving . . . an industrial frontier with room to grow!

. . . a place with progress a-plenty . . . in America's fastest growing market area!

. . . a place . . . the *right* place . . . in Rio Grandeland . . . the Colorado-Utah business belt!

To help you put your plant in *its* place . . . we'll be happy to arrange a site-seeing tour!

Address inquiries to Mr. E. L. Beardsley, Director of Industrial Development, Denver & Rio Grande Western Railroad, 1531 Stout Street, P. O. Box 5482, Terminal Annex, Denver 17, Colorado. *No obligation . . . all inquiries will be held in confidence.*

MAIN LINE Rio Grande THRU THE ROCKIES

Rio Grande

The Direct Central Transcontinental Route

TRAFFIC OFFICES IN 37 MAJOR CITIES

DENVER & RIO GRANDE WESTERN RAILROAD

R. K. BRADFORD, Vice President-Traffic • Rio Grande Building • Denver, Colorado

EXPANSION FACTORS

Air Pollution
- Check record of smog or smoke trouble ☐
- Check local topography and meteorology for special situations ☐
- Do existing industries emit serial wastes incompatible with your operation ☐
- Would your plant emit wastes incompatible with existing activities ☐
- Is there a local air pollution regulatory body ☐
- What progress is being made in reducing pollution ☐

Weather — General
- Effect on construction cost ☐
- Effect on plant design ☐
- Effect on operations ☐
- Factor in recruiting and keeping personnel ☐
- Factor in absenteeism, work interruptions ☐
- Effect on maintenance of plant ☐
- Cost of heating ☐
- Cost of air conditioning ☐
- Effect on technical processes ☐

Weather — Specific Factors
- Average temperature ☐
- Maximum temperature ☐
- Minimum temperature ☐
- Seasonal temperature variations ☐
- Average precipitation ☐
- Seasonal variations in rainfall ☐
- Annual snowfall ☐
- Average humidity ☐
- Prevailing winds ☐
- Number of cloudy days ☐
- Incidence of tornadoes, hurricanes, dust storms ☐

Housing
- Cost of residential construction ☐
- Building starts ☐
- Rental units ☐
- Check classified ads for available housing ☐
- Is there a private active slum clearance program ☐
- Does the community have a public urban renewal program ☐

Civic Organizations
- List active business-sponsored groups which act as voice for local enterprises ☐
- List larger civic groups representing cross-section of community ☐
- Indicate scope of above by finding membership, budget or action program ☐
- List special programs which promote understanding of free enterprise system ☐

Political Atmosphere
- Percentage of population registered to vote ☐
- Percent voted in last local election ☐
- Percent voted in last general election ☐
- List elective offices currently held by men previously identified as business leaders ☐
- List business leaders serving on planning boards, school boards, tax councils ☐

Law Enforcement
- Compare size of police department with national average ☐
- Compare police budget and facilities with national average ☐
- Compare training programs ☐
- Will plant area be patrolled by radio cars ☐
- Will patrolman be available, if needed, to handle traffic during shift changes ☐
- Compare crime rate with national average ☐
- Do courts have good reputation ☐
- Are courts on record as enjoining illegal strikes or picketing ☐

Social Attitudes
- List major national, racial, or religious groups composing population ☐
- Would new citizens from other areas be readily accepted in the community ☐
- Are welfare programs, such as community fund, given adequate support ☐
- Is the sale of alcoholic beverages legal in the city ☐
- Is the sale of alcoholic beverages controlled effectively ☐
- Are there unusual blue laws in effect ☐

Travel and Meeting Facilities
- Hotels ☐
- Motels ☐
- Restaurants ☐
- Convention bureau ☐
- Meeting places ☐
- Exhibition halls ☐
- Service facilities ☐
- Variety stores ☐
- Drug stores ☐
- Entertainment facilities ☐
- Garages ☐
- Department stores ☐

Shopping Facilities
- Are downtown shopping facilities adequate ☐
- Check new shopping centers under construction or planned ☐

Health and Medical Programs
- Death rate per 1,000 population ☐
- Hospital rooms per 1,000 ☐
- Doctors per 1,000 ☐
- Dentists per 1,000 ☐
- List each major facility and describe ☐
- Are health and sanitation laws strictly enforced ☐

Education
- What are the median school years completed by the population at large ☐
- What percentage were disqualified from the armed services by mental tests ☐
- What is the investment in public schools per pupil ☐
- What is the investment in state supported colleges per pupil ☐
- Universities and colleges in area ☐
- Technical degrees offered ☐
- Graduate programs ☐
- Extension programs ☐
- Co-op programs ☐
- Technical institutes (2 years) ☐
- Junior colleges ☐
- High schools ☐
- Elementary schools ☐
- Parochial schools ☐
- Vocational schools ☐
- Kingergartens ☐
- Are racial problems disrupting or threatening to disrupt schools ☐

Churches
- List denominations ☐
- Estimate membership — Protestant ☐
- Estimate membership — Jewish ☐
- Estimate membership — Catholic ☐

Cultural Facilities
- Libraries ☐
- Museums ☐
- Legitimate theater groups ☐

Recreational Facilities
- Parks ☐
- Playgrounds ☐
- Golf courses ☐
- Tennis courts ☐
- Boating facilities ☐
- Fishing ☐
- Hunting ☐
- Swimming ☐
- Skiing ☐
- Hockey ☐
- Skating ☐
- Bowling ☐
- Softball leagues ☐
- Little league baseball ☐
- Little league football ☐
- Basketball leagues ☐
- Amateur baseball ☐

Spectator Sports
- Does community support pro baseball team ☐
- Football ☐
- Hockey ☐
- Pro golf tournament ☐

News Media
- Daily papers, circulation ☐
- Weekly papers, circulation ☐
- Radio stations, frequency, power ☐
- TV station, channel, power ☐

Representation in Congress
- Political affiliation of area's representatives and senators in Washington ☐
- What committee positions do they hold ☐
- How do they vote on key labor legislation ☐
- How do they vote on corporate tax legislation ☐
- How do they vote on public power ☐

Streets
- General condition of community street surfaces ☐
- Percent unpaved ☐
- Policy for paving streets to industrial sites ☐
- Are streets cleaned regularly ☐
- Is snow removal service adequate ☐

Fire Protection
- Fire department personnel ☐
- Fire department equipment ☐
- Is plant site in area protected ☐
- What is insurance rate ☐
- What is community's loss record ☐
- Does community have mobile equipment suitable for handling industrial fires such as chemical, gasoline, etc. ☐
- Is fire inspection adequate and fair ☐
- Sprinkler system requirements ☐
- Is there a disaster squad or trained civil defense unit ☐

Amenities and Intangibles
- Is the physical appearance of the community attractive ☐
- Is there any "glamor" associated with living in the community ☐
- Points of unusual historical interest ☐
- Points of unusual scienic interest ☐
- Cost of living compared with national average ☐
- Do you think your employees would be happy living in this community ☐

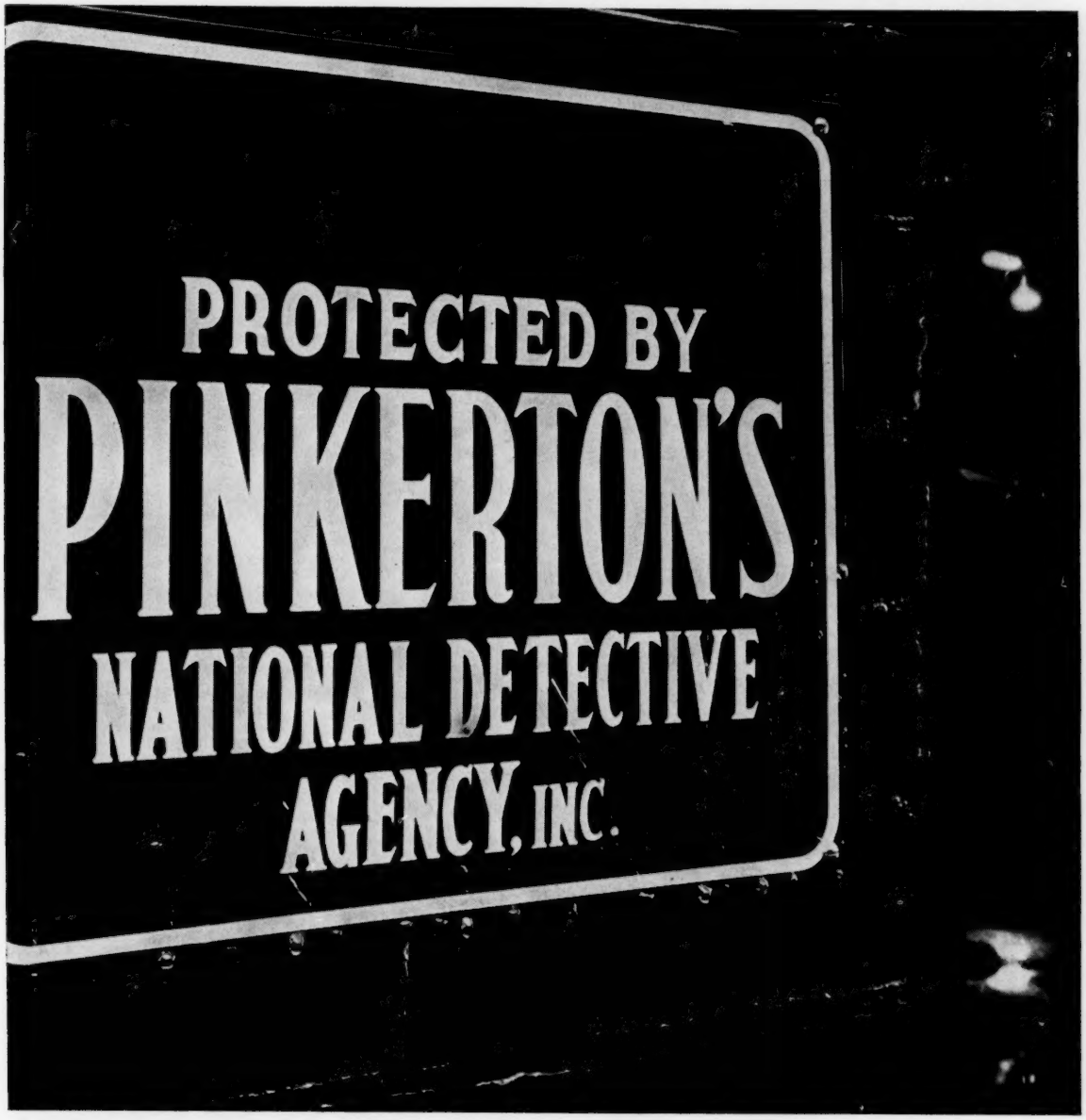
Existing Industries
- Major industries in community ☐
- Are there any fast-growing firms originated in area ☐
- Rate branch operation of nationally-known firms ☐
- Are there any local business leaders who have gained prominence at state or national level ☐

Traffic
- Is there a professional traffic engineer ☐
- Are there ample parking facilities ☐
- Is off-street parking required for new buildings ☐
- Are there adequate traffic policemen ☐
- Is thru traffic routed around major traffic areas ☐

INDIVIDUAL SITES

General Requirements
- Estimate building area ☐
- Estimate bearing loads ☐
- Predict expansion needs ☐
- Allow parking area ☐
- Include outdoor storage areas ☐
- Predict utility areas ☐
- Check market factors peculiar to the site itself, especially for retail facilities ☐

"Switching to Pinkerton guards saved us a lot of money"



PINKERTON'S, THE WATCHWORD FOR BUSINESS AND INDUSTRY

With over 100 years' experience, and by far the largest organization, Pinkerton's is providing complete and economical security service for some of the nation's most important corporations. First we make a thorough survey of your plant; then we recommend security services tailored to your needs, including the latest electronic protective devices as well as trained guards. For further information on Pinkerton Security, send for our security brochure.

Pinkerton's National Detective Agency, Inc. **100 Church Street, New York 7, N. Y.** **45 offices coast to coast**

Find Us Fast In The Yellow Pages

are you interested...

in a FULLY DEVELOPED plant site?

UNION PACIFIC *has a number of fully developed industrial districts available in the eleven-state western territory it serves.*

These districts are complete—with all utilities, paved streets, and trackage, for immediate use. Thus, you are relieved of the burden of preparing the site before you proceed with plant construction.

And, another important factor—you're also assured of the utmost in dependable freight and passenger transportation when you locate in Union Pacific territory.

In considering building, buying or leasing a plant in the West, for any purpose, we'll be pleased to assist you in every way. Just contact any Union Pacific representative, or get in touch with us direct.

Industrial Development Department

UNION PACIFIC *Railroad*
OMAHA 2, NEBRASKA

EXPANSION FACTORS

Types of Sites
- Planned industrial districts ☐
- Urban ☐
- Suburban ☐
- **Rural** ☐
- Waterfront ☐
- Airport ☐
- Redeveloped ☐
- Reclaimed land ☐
- Drained land ☐
- Graded land ☐

Intangible Considerations
- Surroundings, air of college campus ☐
- Advertising value of site on heavily-traveled road ☐
- Prestige of site in choice section of town ☐
- View of building from distance ☐
- View from inside building ☐
- Surrounding landscaping ☐
- Neighbors ☐

Safety Factors
- Low flying aircraft ☐
- Explosives ☐
- Bacteriological research ☐
- High voltage equipment nearby ☐

Survey Methods
- Preliminary view from highway ☐
- Systematic walk-over ☐
- Aerial survey ☐
- Detailed field survey ☐

Legal Check-Points
- Title ☐
- Easements ☐
- Protective covenants ☐
- Abandoned cemeteries ☐

Maps
- Area map of community, including plant site ☐
- Topographic map giving terrain contours ☐
- Transportation system map ☐
- Utilities and services map ☐
- Political boundaries map ☐
- Population distribution map ☐

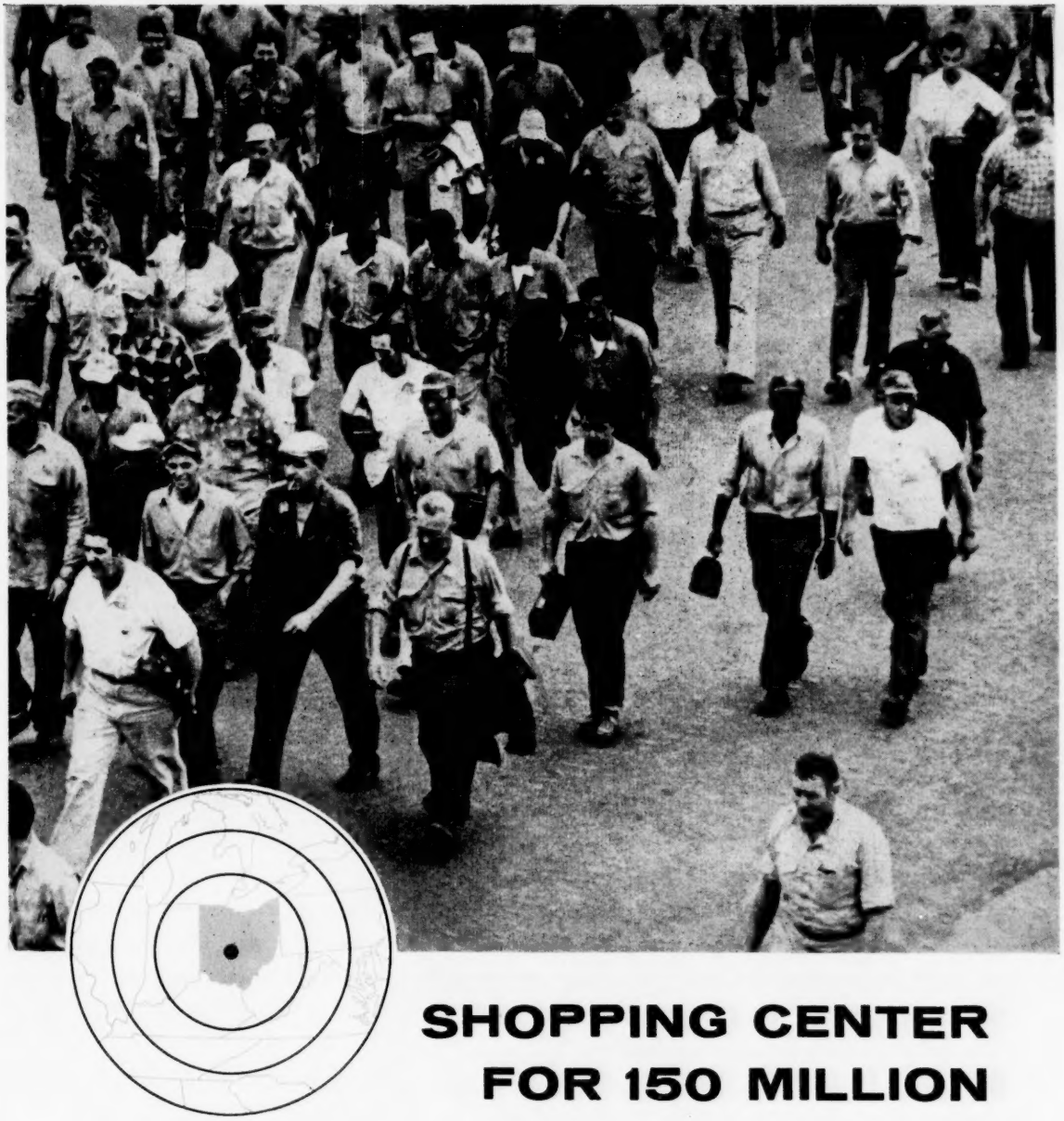
Geological Considerations
- Depth, thickness of various soil strata ☐
- Depth to rock and nature of rock ☐
- Location of ground water ☐
- Variation of ground water level ☐
- What is the earthquake risk ☐

Cost of Land
- Initial cost ☐
- Cost of improvements ☐
- Broker fees ☐
- Importance of secrecy ☐
- Probable appreciation of land value ☐

Accessibility
- Is rail siding feasible ☐
- Check limited access roads ☐
- Check proposed traffic patterns ☐

Utility Services
- Check untility services at plant site carefully ☐
- If utility services have to be extended or increased who would pay the cost ☐

Vacant Buildings
- Assemble photographs and floor plans ☐
- Check construction ☐
- Check multi-storied building for:
  - Area ☐
  - Ceiling height ☐
  - Type of floors and floor load ☐
- Determine if the building is suitable for equipment such as ovens, vats, cranes, lifts, air conditioning, elevators, loading facilities, rail or dock facilities, or special sewer systems. ☐
- Check sales prices and terms, lease prices and expenses to be paid by tenant, breakdown of assessed valuation and real estate taxes of the property. ☐



SHOPPING CENTER FOR 150 MILLION

People to buy your products — people to make them. One hundred fifty million people, 75% of the total population of the U.S. and Canada, live within 500 miles of Ohio.

Reaching them is quick and inexpensive. Ohio boasts 2 seacoasts — the Ohio River and the St. Lawrence Seaway — an unmatched system of interstate highways, rail and plane transportation.

Plentiful power, vast supplies of raw materials, an encouraging tax structure complete the profit picture for your products or services. Build your next plant in the State of Ohio. Ask us for plant sites and factual information.

Koder M. Collison, Director

STATE OF OHIO DEPARTMENT OF INDUSTRIAL AND ECONOMIC DEVELOPMENT

700 Bryden Road, Columbus 15, Ohio

If you are looking for an industrial location . . .

HERE'S HOW GPU *Site-Service* CAN HELP YOU!

Six years ago GPU *Site-Service* was set up to help growth-minded businessmen.

Although offered by an electric utility, its assistance far exceeds electric utility matters. It is a complete area development service.

At GPU headquarters and in the electric service companies, *Site-Service* offers you the assistance of plant location specialists. These specialists are ready to provide detailed information about an industrial area second to none. They will furnish economic data for individual communities and areas. They can answer your questions about labor, taxes, transportation, water, raw materials and services. Free of charge, they offer *first-hand* facts and figures that could cost you unnumbered man-hours to obtain.

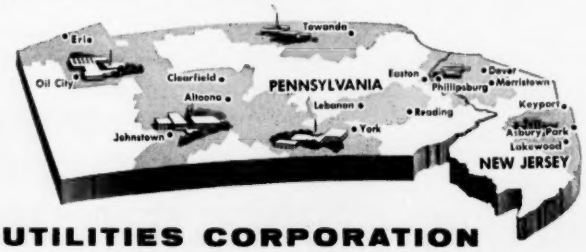
What's more, *Site-Service* understands your problems. Its headquarters and area representatives know the special needs of industries of all types, large and small. They have on hand the specifications of existing buildings and available sites of all sizes. From among these can be selected those most suitable for your requirements. You are thus able to make the soundest possible final decision.

Contacting *Site-Service* is the first step towards locating for profitable growth within overnight shipping of 55 million consumers. Why not do it today? Your inquiry will receive prompt, *confidential* attention.

GPU *Site-Service* — the one central source of information for nearly half of Pennsylvania and New Jersey

GPU ELECTRIC POWER COMPANIES

Metropolitan Edison Co.
Pennsylvania Electric Co.
New Jersey Power & Light Co.
Jersey Central Power & Light Co.



GENERAL PUBLIC UTILITIES CORPORATION

Att: Wm. J. Jamieson, Area Development Director, Dept. ID-3 WHitehall 3-5600 80 Pine St., New York 5, N. Y.

INTERNATIONAL

1961

SITE SELECTION HANDBOOK

GEOGRAPHICAL SECTION

Listed here are more than 11,000 organizations which are engaged in some phase of industrial development activities at local, area, state, regional or national levels. Most of them are staffed and have the facilities to help you with virtually any phase of site selection and plant location problems. The groups are listed by state and city in alphabetical order. Listings for Canada begin on page 213.

Information concerning services offered by the various groups in this listing, as well as other data, is indicated by various code symbols.

When the name of a community is preceded by an asterisk (*), it means that the city has an audit on file in the International Community Audit Registry, a service maintained by Conway Publications. The figure immediately following the name of each city is the 1960 population total.

Following the complete address of the individual organizations in each city, and the postal zone number in parentheses, the services rendered by the particular firm or agency and the area covered are indicated by letter symbols. The letters L, S or N preceding the dash mean that the area covered is local, state or national (in the Canadian listing the P is for province).

Following the dash, an S means that the organization has a file on available sites; a B indicates that it has a file on available industrial buildings, while an F means that funds are offered to aid responsible plant-building prospects.

For example, the combination L-SBF means that the agency is local, has files of data on sites and buildings, and available industrial funds.

If the code is followed by the notation (x), it indicates that the agency or firm has not returned the Handbook questionnaire to verify the information during the past year. If no code is listed, it means that applicable information was not given on returned questionnaires.

It is obvious that in a compilation of this magnitude there will be some errors and ommissions. Therefore, your Handbook editors would appreciate being notified by the readers when such errors and omissions are discovered, and corrections will be made immediately in the files for subsequent listings.

ALABAMA

ALBERTSVILLE — ALBERTSVILLE C. OF C., J. J. Benford. (x)

ALEXANDER CITY—12,984

ALEXANDER CITY C. OF C., INC., W. B. Sowell, Mgr., P. O. Box 229. LS-SBF (x)

ANDALUSIA—10,181

ALABAMA ELEC. COOP., INC., Basil W. Thompson, Mgr., Montgomery Hwy. S-SB

ANDALUSIA C. OF C., L. E. Brown, Mgr., P. O. Box 667.

COVINGTON CTY. IND. DEV. BD., Pat Brown, Chm.

ANNISTON—33,320

ANNISTON C. OF C., Leonard A. Gilbert, Mgr., Radio Bldg. L-SB (x)

CALHOUN CTY. IND. DEV. BD., Dan Gray, Chm. Bd. of Rev.

ATHENS—9288 — ATHENS C. OF C., Miss Emalice McWilliams.

ATMORE—8221

ATMORE C. OF C., Fred Curtis, Ex. Secy.

AUBURN—16,148

AUBURN C. OF C., Mrs. Geraldine G. Ford, Exec. Secy., Box 642. L-S

STURM & O'BRIEN, CONS. ENGRS., H. L. O'Brien, 388 Carey Drive.

BAY MINETTE—5129

BAY MINETTE C. OF C., James Faulkner, Pres. L-SF

BESSEMER—32,681 — BESSEMER C. OF C., J. W. Beard, Ex. Secy., 101 City Hall. L-S

BIRMINGHAM—339,211

ALA. GAS CORP., C. H. Cook, Jr., Staff Engr., 1918-1st Ave., N. S (x)

ALABAMA POWER CO., W. Cooper Green, Exec. V. Pres., 600 North 18th St., (2). S-SB

BAGGETT TRANSPTN. CO., Sam G. Tate, V. Pres., Sales, 2 S. 32nd St.

FRANK G. BINSWANGER, INC., RLTRS. HQ: 1420 Walnut St., Philadelphia, 2, Pa.

BIRMINGHAM C. OF C., John E. Bryan, Gen. Mgr., 1914 - 6th Ave., N., (3). L-S (x)

BIRMINGHAM COMM. OF 100, P. A. Sieverling, Dir., 1914 - 6th Ave., N., (3). L-SB (x)

BIRMINGHAM REALTY CO., Sidney Smyer, Pres., 2118-1st Ave., N. L-SBF (x)

CARL C. BROWN, RLTR., 217 Massey Bldg.

FRANK B. CLARK & CO., INC., 220 N. 21st. St.

JACK COLE CO., INC., R. M. Hipp, Jr., Sales Mgr., P. O. Box 274.

DANIEL CONSTR. CO., INC., 822 - 7th Ave., S.

DEATON TRUCK LINES, INC., Joe B. Dial, Sales Mgr., 3409-10th Avenue, North.

JEMISON REALTY CO., Robert Jemison, Jr., Pres., 2105-3rd Ave., N., (3). S-SBF (x)

LOUISVILLE & NASHVILLE RWY., Geo. Wortele, Ind. Agt., 1825 Morris Ave., (3). R-SB.

ROBERT LUCKIE & CO., Alabama State Planning Board, No. 11 Office Park.

MONTGOMERY REAL ESTATE & INS. CO., 528 N. 20th St.

RUST ENGINEERING CO., G. M. Rust, V. P., 2316-4th Ave., N., (3). N-S (x)

R. E. SMITH RLTY. & INS. CO., 608 N. 20th St. L-SB (x)

SOUTHERN CO., James F. Crist, Vice Pres., 600 N. 18th St.

SOUTHERN NATURAL GAS CO., Mortimer Jordan, Dir. Pub. Rel., P. O. Box 2563.

SOU. RWY. SYSTEM, J. L. Townshend, Gen. Ind. Agt., 2201 1st Ave. No. (3). R-SB (x)

BREWTON—6309 — BREWTON C. OF C., E. M. Lovelace, Acting Mgr. L-SBF

BUTLER—1764 — CHOCTAW CTY. IND. DEV. BD., Judge Hunter Phillips, Chm.

CARROLLTON — PICKENS CTY. IND. BD., L. D. Housel, Chm.

CENTERVILLE—1971

CENTERVILLE C. OF C., Hon. G. Harper Stacy, Judge of Probate, Bibb Cty.

CLAYTON—1313 — CLAYTON IND. DEV. CORP., O. S. Borders, Sec. of C.

COFFEEVILLE — CLARKE CTY. IND. DEV. BD., J. L. Bumpers, Chm.

CULLMAN—10,869

CULLMAN CTY. C. OF C., Mrs. Melvin L. Eddleman, Exec. Secy.

***DECATUR—28,265**

DECATUR C. OF C., Richard C. Ordway, Mgr., P. O. Box 515.

NORTH ALA. ASSOCIATES, T. D. Johnson, Dir., 717 Bank St. L-SB (x)
DEMOPOLIS—7355
DEMOPOLIS C. OF C., J. L. Mason, Mgr., Box 325. L-SBF
DOTHAN—31,237
ATLANTA & ST. ANDREWS BAY RWY. CO., W. B. Ellard, Traffic Mgr.
DOTHAN C. OF C., Glenn E. Taylor, Mgr., Box 680. L-SBF
DOTHAN IND. CORP., Harry P. Hall, Pres., Box 680. L-SBF (x)
DOTHAN IND. DIST., Cent. of Ga. Ry. Co., 1212 Rhodes-Haverty Bldg., Atlanta, Ga. L-SBF.
HOUSTON CTY. IND. DEV. BD., Rufus Davis, Chm., 1506 W. North Street L-SBF (x)
ELBA—4289 — COFFEE CTY. IND. DEV. BD., Dr. W. M. Warr, Chm.
ENTERPRISE—11,358
ENTERPRISE C. OF C., O. I. Cunningham, Mgr., P. O. Box 587. L-SBF
EUFAULA—8216
EUFAULA C. OF C., Miss Anne Roberts.
EVERGREEN—3654
CONECUH CTY. IND. DEV. BD., Mayor Vernon B. Millsap, Chm.
FAIRFIELD—15,706 — FAIRFIELD C. OF C., Joseph J. Trucks, Exec. Dir.
FAYETTE—4189
FAYETTE CTY. IND. DEV. BD., Judge Clyde C. Cargile, Chm., Box 509.
FLOMATON—1454 — TRI-CITY C. OF C., R. F. Dixon, Secy.-Mgr., Box 107.
FLORENCE—31,518
FLORENCE C. OF C., C. H. Jackson, Mgr., 223 E. Tennessee St. L-SB (x).
FLORENCE IND. DEV. CORP., C. H. Jackson, Mgr., C. of C.
FOLEY—3793
S. BALDWIN C. OF C.
FT. PAYNE—7029
FT. PAYNE C. OF C., Mrs. Glenn Gravitt, Ex. Secy., Gault Ave. L-SBF (x).

Sites with
PROCESSING
and EFFLUENT
WATER
in tremendous volume

Ask for details of 40 river sites with large acreage, plenty of fresh water for processing and disposal of effluent. All advantageously located in relation to rail, highway, water and air transportation, as well as all utilities. Write on your letterhead for recently published, illustrated book with topographic maps of sites included. No obligation.

ALABAMA
POWER COMPANY
Industrial Development Dept.
BIRMINGHAM 2, ALABAMA

GADSDEN—54,440
COOSA-ALA. RIVERS IMPR. ASSN., Everett Lay, Pres.
GADSDEN-ETOWAH CTY. C. OF C., Harold R. Laubscher, Mgr., P. O. Box 606 L-SB (x).
JOE L. MOORE & CO., INC., L. Q. Head, V.P., Mgr. Ind. Dev. Dept., P. O. Box 505.
GOODWATER—2008
COOSA CTY. IND. DEV. BD., Jack Lawley, Chm., Box 25, Sec. 1.
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GREENVILLE—6852 — BUTLER CTY. IND. DEV. BD., Charlie Plummer.
GREENVILLE C. OF C., F. W. Stanley, Sec., Box 115. L-SBF (x).
GUNTERSVILLE—6548
GUNTERSVILLE C. OF C., W. D. Newman.
HALEYVILLE—3728
HALEYVILLE C. OF C., O. S. Townsend, Pres., P. O. Box Drawer 111.
HOMEWOOD—20,287 — SHADES VALLEY C. OF C., Mrs. Shellie Tomlin, Exec. Secy.
HUNTSVILLE—71,880 — HUNTSVILLE-MADISON CTY. C. OF C., J. C. Walker.
JASPER—10,702
L. C. BRITTON ENG. CO., L. C. Britton, Civ. Engr.
JASPER C. OF C., Christie W. Summers, Mgr. & Ind. Rep., First Federal Building, Box 772. L-SBF (x).
LINDEN—2519 — MARENGO CTY. IND. DEV. BD., Charles Miller, Jr., Secy. L-S (x)
LINEVILLE—1609
CLAY CTY. IND. DEV. BD., I. H. McCrary, Chm., P. O. Box 128 L-S (x).
LIVINGSTON—1558 — SUMTER CTY. IND. DEV. BD., Robert P. Upchurch, Chm.
MILLRY — WASHINGTON CTY. IND. DEV. BD., W. E. Hill, Sr., Chm.
***MOBILE—191,393**
ALA. IND. DEV. ASSN., Mr. H. A. Pharr, % First Nat'l. Bank of Mobile.
ALA. TENN. & NORTHERN RY. CO., AT & N Building, Telegraph Rd., Box 1409.
AMERICAN NATL. BANK & TRUST CO., Wm. D. Sims, Asst. V. P., 120 St. Joseph St. R-SB
BLAKELY IS. IND. DIST., ST.L-S F RY. CO., N. A. Kirchoff, Ass't. to Pres., Rm 215, Frisco Bldg., 906 Olive St., St. Louis, Mo. L-SB
CHICKASAW IND. DIST., S.L.-S.F. RY., N. A. Kirchoff, Ass't. to Pres., Rm. 215 Frisco Bldg., 906 Olive St., St. Louis, Mo. L-SB
FOREMAN & FOREMAN, INC., Mr. Clyde W. Foreman, 56 St. Francis St. (6). L-SB (x)
GULF MOBILE & OHIO RR., Thomas T. Martin, Vice Pres., 104 St. Francis St. (5). R-S
MOBILE C. OF C., Robert W. Gay, Ind. Mgr., 31 N. Royal, P. O. Box 1489. L-SBF
PALMER & BAKER, INC., CONS. ENGRS. Staples Park Bldg.
PORT OF MOBILE, Alabama State Docks Dept., P. O. Drawer 721 (4).
TERMINAL RWY., Ala. State Docks, L. A. Parish, Asst. to Dir., P. O. Drwr. 721.
MONROEVILLE—3669 — MONROE CTY. IND. DEV. BD., Judge E. T. Millsap, Chm.
MONTGOMERY—133,546
ALABAMA STATE C. OF C., L. B. Dickson, Ind. Dir., 468 S. Perry St. S-SB
ALA. STATE PLAN. & IND. DEV. BD., Leland Jones, Dir., 711 High St. (5). S-SB (x).
MONTGOMERY C. OF C., Tom Blake, Dir., Ind. Div., P. O. Box 79 (1). L-SB (x).
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OPELIKA—14,174
LEE CTY. IND. DEV. BD., William N. Sharp, Chm.
OPELIKA C. OF C., Wm. N. Sharp, Mgr., P. O. Box 832.

OPP—5581
OPP C. OF C., Mrs. H. L. Cummins.
OZARK—9479 — OZARK-DALE CTY. C. OF C., Joe A. McCluney, Ex. V. P., P. O. Box 490. L-SBF (x)
PHENIX CITY—27,402 — PHENIX CITY-RUSSELL CTY. C. OF C., Orie L. Randall, Exec. Secy., Box 346. L-SBF (x)
RAGLAND—1163 — ST. CLAIR CTY. IND. DEV. BD., L. L. Dickinson, Chm.
ROANOKE—5192 — ROANOKE C. OF C., Mrs. Blanche Welch, Mgr.
ROBERTSDALE—1045
S. BALDWIN C. OF C., J. D. Sellers, Mayor. L-SF
RUSSELLVILLE—6598
FRANKLIN CTY. IND. DEV. BD., J. M. Clark, Chm.
RUSSELLVILLE C. OF C., Mrs. A. T. Bradford.
SAMSON—1923 — GENEVA CTY. IND. DEV. BD., Harry Walters, Chm.
SELMA—28,273
DALLAS CTY. IND. DEV. BD., Claude A. Sherrer, Chm.
SELMA & DALLAS CTY. C. OF C., M. L. Miles, Mgr. SBF (x).
SHEFFIELD—13,472 — MUSCLE SHOALS C. OF C., INC., Edmond E. Debter, Mgr.
SYCAMORE — FLOYD & BEASLEY TRANSFER CO., James H. Denney, Dir. of Sales, P. O. Box 8.
SYLACAUGA—12,691
SYLACAUGA C. OF C., G. J. Nealeans, E. 2nd S.T. L-SBF (x)
SYLACAUGA IND. DEV. CORP., % C. of C.
TALLADEGA—17,593
COOSA VALLEY DEV. CORP., Box 51.
TALLADEGA C. OF C., Arthur G. Springer, Jr., Mgr., Box 53. L-SB (x).
TALLADEGA CTY. IND. DEV. BD., Robert A. McMillan, Chm.
TROY—10,149
TROY C. OF C., Richard Reid, 114 E. Elm St.
TROY C. OF C., Mr. Wm. A. White, Chmn. Ind. Comm., 611-2 S. Court Square
PIKE CTY. IND. DEV. BD., James A. Thompson, Chm.
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TUSCALOOSA CTY. IND. DEV. BD., Morris Sokol, Chm., Box 492.
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TUSKEGEE C. OF C., Mrs. Lee Lamar.
WEDOWEE — RANDOLPH CTY. IND. DEV. BD., Judge Stell Benefield, Chm.
WETUMPKA—3646 — ELMORE CTY. IND. DEV. BD., Mac W. Freeman, Jr., Chm.

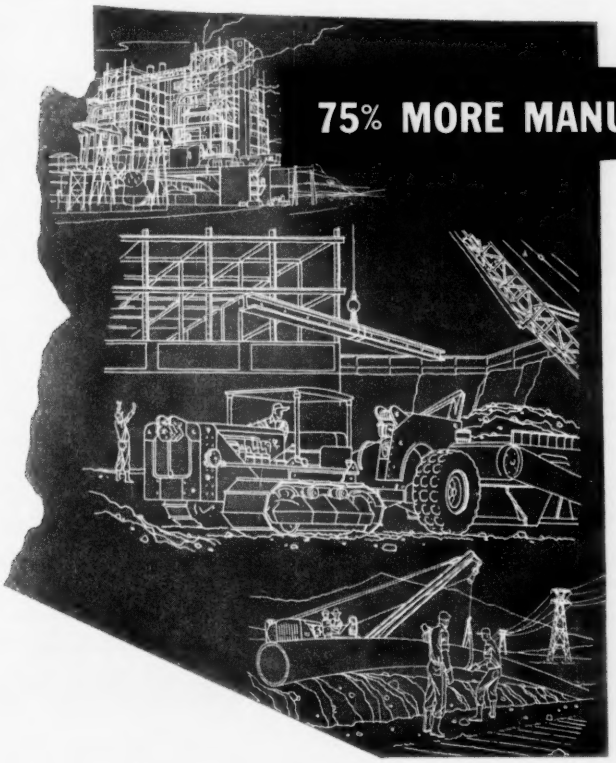
ALASKA

ANCHORAGE—43,753
ANCHORAGE PORT COMSN., George C. Shannon, P. O. Box 400.
GRTR. ANCHORAGE C. OF C., Claire O. Banks, Mgr., 304 "G" St., L-SB
BETHEL—1274
BETHEL C. OF C., H. Hargreaves, Secy.
CORDOVA—1107 — CORDOVA C. OF C., Rev. Howard May, Jr., Pres., Box 99.
DILLINGHAM — DILLINGHAM C. OF C., John Pearson, Pres., B 125.
FAIRBANKS—13,061
FAIRBANKS C. OF C., Ross L. Miller, Mgr., Northward Bldg.
PORT OF FAIRBANKS, % C. OF C., Northward Building.
HAINES — HAINES BUS. COUNCIL, Leonard King, Bus. Mgr.
HOMER — HOMER C. OF C., Charles J. Glisson, Pres., Box 93.
JUNEAU—6344
ALASKA RESOURCE DEV. BD., Al Anderson, Ex. Dir., Box 2391.
ALASKA RURAL DEV. BD., Paul Gagnon, Ex. Dir., Box 1532.

JUNEAU C. OF C., Robert A. Wells, Mgr., 155 So. Seward St. L-SB (x)
PORT OF JUNEAU, % C. OF C., 206 Municipal Bldg.
KENAI — KENAI C. OF C.
KETCHIKAN—6317
ALASKA C. OF C., Victor A. Neklason, Secy., Box 17.
KETCHIKAN C. OF C., W. K. Boardman, Mgr., Box 2651.
KODIAK—2585 — KODIAK C. OF C.
KOTZEBUE — ARCTIC CIRCLE C. OF C.
NOME—2296 — NORTHWESTERN ALASKA C. OF C., Box 599.
NORTH POLE — NORTH POLE C. OF C.
PALMER—1182 — MATANUSKA VALLEY C. OF C., Lucille K. Misk, Sec., Box 1242.
PETERSBURG C. OF C., Mrs. Ethyl A. Bergmann, Secy.-Treas., Box 583.
SELDOVIA
SELDOVIA C. OF C., Adam Lipke.
SEWARD—1845
SEWARD C. OF C., Hal Gilfilen.
SITKA—3226 — SITKA C. OF C., Frank Edwards, Pres., Box 435.
SKAGWAY
SKAGWAY C. OF C., L. T. McGuane.
VALDEZ — VALDEZ C. OF C. L-SB (x)
WRANGELL—1311
WRANGELL C. OF C., Wm. Berry, Pres.

ARIZONA

AVONDALE—6080
AVONDALE GOODYEAR DIST. C. OF C., Edgar D. Hazelton, Mgr. L-S (x)
BENSON—2492 — BENSON C. OF C., Kay Getzwiler, Secy. L-S (x)
***BISBEE—9850** — BISBEE C. OF C., Ray Helgesen, Mgr., Drawer 1, L-SB (x)
BUCKEYE—2285 — BUCKEYE C. OF C., Dick Morairty, Chm. L-S (x)
CAMP VERDE — CAMP VERDE IMPR. ASSN., Malcolm S. Stenhouse, Secy. L-S (x)
CASA GRANDE—8220
CASA GRANDE C. OF C., W. Baskin, Mgr., City Hall L-SBF (x).
CASA GRANDE DEVPLRS., INC., J. T. O'Neil, M. D., Pres., 113 W. 2nd St. L-SB (x)
CHANDLER—9528
CHANDLER DEV. FOUND., Mac Dossey, Secy. 1 Arizona Place L-SBF (x).
CLIFTON—4190 — GREENLEE C. OF C., Homer P. Emmons, Secy., Box 1237. L-SB (x)
***COOLIDGE—4946**
COOLIDGE IND. DEV. BRD., Don Mahoney, Chm., 320 W. Central Ave. L-SBF **(x).**
PINAL CTY. DEV. BD., Wells Moore, Secy., 320 W. Central.
COTTONWOOD
COTTONWOOD-VERDE VALLEY C. OF C., R. A. Shape, Mgr. L-SB (x)
DOUGLAS—11,879
DOUGLAS C. OF C., T. W. Spoeri, Mgr., 539-10th St. L-SBF
DOUGLAS IND. DEV. CORP., Frank E. Moore, Pres., Box 183 L-SBF (x).
ELOY—4864
ELOY DEV. CORP., H. Howard Holmes, Pres., 5th & Sunshine Blvd. L-SBF
FLAGSTAFF—18,162
FLAGSTAFF C. OF C., Hal Jackson, Mgr., P. O. Box 1240 L-SBF (x).
FLORENCE—2116
FLORENCE DEV. CORP., C. S. Ludwig, Pres., 3939 W. Orange.
FLORENCE C. OF C., A. H. King, Chmn. Ind. Sec., P. O. Box 577 L-SBF (x).
GILA BEND — GILA BEND C. OF C., Bud Conrad, Mgr. L-S (x)
GILBERT—1822 — GILBERT C. OF C., Dale C. Hallock, Secy. L-S (x)
GLENDALE—15,659
GLENDALE C. OF C., A. E. Randall, Mgr., 337 E. GLENDALE Ave. L-SB (x).
GLOBE—6141
GLOBE C. OF C., Mrs. M. B. Wenker, Gen. Mgr., P. O. Box 2593. L-S
HOLBROOK—3406 — HOLBROOK C. OF C., Chester Campbell. L-S (x)
KINGMAN—4512 — MOHAVE CTY. C. OF C., H. D. Kreft, Mgr., Box 1150. L-SB (x)
MIAMI—3296 — MIAMI C. OF C., Austin R. Shank, Mgr., Y.M.C.A.
NOGALES—7009 — NOGALES C. OF C., Maj. Gen. Chas. L. Mullins, Jr., Mgr. L-S (x)
PHOENIX—434,277
ARIZONA DEV. BD., Bernard M. Mergen, Mgr., 1521 W. Jefferson.
ARIZONA PUBLIC SERVICE CO., A. V. K. Babcock, Dir. Area Dev., Box 2591, 501 S. 3rd St. S-SB
ATCHISON, TOPEKA & SANTA FE RWY., T. C. Osborn, GFPA, Rm. 335 First Natl. Bk. Bldg. R-S (x).
EBEN LANE, RLTS., Larry Burke, 1025 N. Central Ave. L-SB (x)
COLDWELL, BANKER & CO., Daryl J. Lippincott, Mgr., 3220 N. Central R-SBF (x).
EATON CONSTR. CO., Ralph Eaton, Mgr., 2202 W. McDowell Rd. L-BF (x).
FIRST NATL. BANK OF ARIZONA, J. H. Brahm, Pres., 411 N. Central Ave. L-SBF (x).
GRACE & GRACE RLTY., 808 N. Central Ave. L-SBF (x).
J. M. KELLOGG, RLTR., 214 N. Central Ave.
MARDIAN CONSTR. CO., Dan Mardian, Exec. V. P. & Gen. Mgr., 1314 N. 21st Ave. L-BF (x).
H. I. MORSE, RLTR., 5033 N. 7th Ave.
MUNICIPAL IND. DEV., % Mr. Charles Hoover, Phoenix Republic & Gazette, 120 E. Van Buren St.



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STANLEY WOMER ASSOC., 5315 N. 20th St. L-SF (x).
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PRESCOTT—12,560 — PRESCOTT C. OF C., Mr. William Frazer.
PRESCOTT FOUND. FOR IND. DEV., William E. Fraser, Secy. Mgr., Box 1147. L-SF (x).

SAFFORD—4579
SAFFORD GRAHAM CTY. C. OF C., Ed Hart, Mgr., 307 Main. L-S (x).

SCOTTSDALE—9924
LEE ACKERMAN INV. CO., 7000 E. Camelback. L-S (x).
SCOTTSDALE C. OF C., D. L. Hallstrom, Mgr., Box 11 L-SB (x).

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SOMERTON—1605 — SOMERTON C. OF C., Jack Pate, Pres. L-S (x)

SPRINGERVILLE
SPRINGERVILLE C. OF C., Guy M. West, Mgr. L-S (x).

SUNNYSLOPE — SUNNYSLOPE C. OF C., R. P. Kyle, Pres. L-S (x)

TEMPE—24,236 — TEMPE C. OF C., E. V. Packer, Mgr., Box 458. L-S (x)

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TUCSON IND. DEV. BD., INC., K. G. Dixon, Dir., Suite 405, Ariz. Land Title Bldg., P. O. Box 5096.

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WILLIAMS—3547
WILLIAMS-GRAND CANYON C. OF C., Mrs. Margaret L. Wright, Mgr.

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WINSLOW C. OF C., C. E. Davis, Pres., Box 621. L-SBF (x).
WINSLOW DEV. CORP., % C. of C.

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COLORADO RIVER FOUND. FOR IND. DEV., Donald N. Soldwedel, Pres.
YUMA C. OF C., D. M. Soldwedel, Chm., Ind. Dev. Comm., Box 230. L-SB (x).

ARKANSAS

ARKADELPHIA—8041
ARKADELPHIA IND. DEV. CORP., C. R. Huie, C. of C.
CLARK CTY. IND. DEV. CORP., C. R. Huie.

ASHDOWN—2718 — ASHDOWN IND. DEV. CORP., E. C. Cobb, C. of C.

ATKINS—1380
ATKINS IND. DEV. CORP., Paul Hurst.

AUGUSTA—2259 — AUGUSTA IND. DEV. CORP., Elbert R. Miller, C. of C.

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BATESVILLE—6109
BATESVILLE C. OF C., Paul T. Wayland, Box 796.
INDEPENDENCE CITY, IND. DEV. CORP., Stanley Wood, Sr.

BAY — BAY IND. DEV. CORP., Robert Holt, C. of C.

BEEBE—1735
BEEBE IND. DEV. CORP., Lee H. Hayes.

BENTON—10,330
BENTON BAUXITE C. OF C., Mrs. Luella Cox, Mgr. L-SF
SALINE CTY. IND. DEV. CORP., Wyatt B. Crawford.

BENTONVILLE—3603
BENTONVILLE IND. DEV. CORP., Joe Johnson, 101 N. Main St.

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BLYTHEVILLE C. OF C., Jada M. McGuire, Mgr. L-SBF

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BOONEVILLE IND. DEV. CORP., Robert L. Remy L-S (x).
LOGAN CTY. IND. DEV. CORP., Byron Shirley, C. of C.

BRINKLEY—4571 — BRINKLEY C. OF C., G. S. Dobbins, Mgr.
BRINKLEY IND. DEV. CORP., Forrest E. Long, C. of C.

CALICO ROCK — CALICO ROCK IND. DEV. CORP., Chas. C. Ferrill.

CAMDEN—15,686
CAMDEN C. OF C., Bill Shelton, Ex. V. P., P. O. Drawer 667 L-SBF
CAMDEN IND. DEV. CORP., Bill Shelton, Mgr., P. O. Drawer 667 L-SBF
OUACHITA RIVER VALLEY ASSN., H. K. Thatcher, Exec. Vice Pres., 118 Jefferson St., S. W. R-SB (x)

CLARENDON—2272 — CLARENDON IND. DEV. CORP., H. B. McCabe, C. of C.

CLARKSVILLE—3865
JOHNSON CTY. C. OF C., Frank E. McAnear.
JOHNSON CTY. IND. DEV. CORP., E. K. Johnson.

CLINTON — CLINTON IND. DEV. CORP., Bert Hensley, C. of C.

CONWAY—9774
CONWAY C. OF C., Guy W. Murphy, Mgr., 909 Front St. L-SB (x).
FAULKNER CTY. IND. DEV. CORP., Thos. G. Wilson L-SBF (x).

CORNING—2184 — CORNING IND. DEV. CORP., O. L. Woods, % C. of C.

COTTER
COTTER IND. DEV. CORP., F. B. Ortman

CROSSETT—5353
CROSSETT C. OF C., John Logan, Mgr., 201 W. First St. L-SB (x).
CROSSETT IND. DEV. CORP., Robert Fisher, % C. of C.

DANVILLE — DANVILLE IND. DEV. CORP., Sen. Boss Mitchell.

DEQUEEN—2853
DEQUEEN IND. DEV. CORP., J. Ernest Wommack, % C. of C.
DEQUEEN IND. DIST., C. L. Leighton, Pres., 3rd & Stilwell Ave. L-SBF

DES ARC—1478
DES ARC IND. DEV. CORP., L. R. Brown

DEWITT—3011
DEWITT IND. DEV. CORP., E. A. Ferguson, % C. of C., P. O. Box 469.

DUMAS—3530
DUMAS IND. FOUND., Merle F. Peterson

EARLE—2377 — EARLE ARK. IND. DEV. CORP., Eugene J. Barham, Jr., % C. of C.

EL DORADO—25,168
EL DORADO C. OF C., Miss Ann H. Cordell, Mgr.
THE FIRST NATL. BANK OF EL DORADO, Area Dev. Mgr.
GRTR. EL DORADO COMM., Lee Zachary, Ex. Dir., 110 S. Washington L-SBF (x).
EL DORADO IND. DEV. CORP., O. C. Baily

EUDORA—3554 — EUDORA IND. DEV. CORP., C. J. Griffith, % C. of C.

EUREKA SPRINGS—1430 — EUREKA SPRINGS AGRIC. & IND. DEV. CORP., F. L. Morgan, Pres., S. Main. L-BF (x)

FAYETTEVILLE—19,246
ARKANSAS WESTERN GAS CO., Leonard B. Kendall, Dir. of Ind. Dev., 28 E. Center St. L-SBF (x).
FAYETTEVILLE C. OF C., Wesley J. Gordon, Sec.-Mgr., City Adm. Bldg. L-SB (x).
FAYETTEVILLE IND. FOUND., INC., Wesley Gordon, Asst. Secy., City Administration Bldg. L-SF (x).

FLIPPIN — FLIPPIN IND. DEV. CORP., Monte Borne, % C. of C.

FLORENCE — FLORENCE IND. INC., Florence C. OF C., 223 E. Tennessee St.

FORDYCE—3833
DALLAS CTY. IND. DEV. CORP., R. Dale Christy, Mgr., Drawer 588 L-SBF (x)

FOREMAN — FOREMAN IND. DEV. CORP., Marion H. Crank.

FORREST CITY—9850
FORREST CITY C. OF C., Mrs. Delores Harralson, Mgr.
FORREST CITY IND. DEV. CORP., Wm. Campbell, Chm.

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ENGLAND BROS. TRUCK LINES, INC., W. T. Lunsford, Sales Mgr., 300-322 North Second
FT. SMITH C. OF C., Paul Latture, Mgr., 613 Garrison L-SBF
FRISCO IND. DIST., S.L.-S.F. Ry. Co., 215 Frisco Bldg., St. Louis, Mo. L-SB
KELLEY RLTY. CO., 13 N. 7th St.
OKLA. GAS & ELEC. CO., E. L. Blass, 311 Lexington Ave. R-SBF

GLENWOOD — GLENWOOD IND. DEV. CORP., C. R. Cantrell.

GRAVETTE — GRAVETTE IND. DEV. CORP., Dr. Bill Hall, % C. of C.

GREEN FOREST—1038 — GREEN FOREST IND. DEV. CORP., Cleo Jackson.

HAMBURG—2876
HAMBURG IND. DEV. CORP., A. James Linder, Pres., 104 W. Adams L-SBF

HARDY — SHARP CTY. IND. DEV. CORP., J. W. Best. (x)

HARRISBURG—1421 — HARRISBURG IND. DEV. CORP., Dr. Joe Verser.

HARRISON—6552
BOONE CTY. IND. DEV. CORP., Claude H. Turney
HARRISON C. OF C., E. T. Parker, Gen. Mgr.

HEBER SPRINGS—2281—HEBER SPRINGS IND. DEV. CORP., U. S. Hensley.

HELENA—11,445
HELENA IND. DEV. CORP., Francis Thompson
HELENA-WEST HELENA C. OF C., Mrs. Cappi Lindsey, Ex. Secy., 328 Cherry St., Box 599. L-SBF (x)
HOPE—8380
HEMPSTEAD CTY. IND. CORP., B. N. Holt, Secy., 108 W. 3rd St. L-SBF (x)
HOPE C. OF C., B. N. Holt, Mgr.
HOT SPRINGS—25,207
GARLAND CTY. IND. DEV. CORP., Mort. S. Cox, Mgr., 135 Benton St. L-SBF (x)
HOT SPRINGS C. OF C., Mort S. Cox, Mgr., 135 Benton St.
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HUGHES IND. DEV. CORP., C. H. Wise
HUNTSVILLE—1040 — HUNTSVILLE IND. DEV. CORP., Stewart Edwards, Chm.
JACKSONVILLE—14,405
JACKSONVILLE IND. DEV. CORP., W. F. Cramer, Box 745 L-SBF
JOINER — JOINER IND. DEV. CORP., K. S. Sulcer, % C. of C.
JONESBORO—21,208
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JAMES H. LARRISON RLTR., 402 Louisiana St.
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DESHA CTY. IND. DEV. CORP., Mercer Wolff
McGEHEE-DERMOTT IND. DEV. CORP., Buren Sharpe
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COLUMBIA CTY. IND. DEV. CORP., T. A. Monroe, Securities Bldg.
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MAMMOTH SPRING IND. DEV. CORP., J. Sam Holt, % C. of C.
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AZUSA C. OF C., Forest E. Hanson, Secy., Civic Center
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THEY PUT RESEARCH IN ITS PLACE

Unique zoning creates
new concept for
the industrial scientist at

Palos Verdes Research Park

The four men at right represent organizations which were the creative forces behind a unique idea: the only research park in the United States established under a specially created SRD (science, research, development) zoning ordinance to help corporations (1) hold key creative technical personnel by providing them a stimulating environment in ideal living surroundings, and (2) carry out basic and applied research and development activities under productive conditions.

Located on a scenic peninsula adjacent to Los Angeles, Palos Verdes Research Park was conceived by Great Lakes Carbon Corporation, which commissioned Stanford Research Institute to analyze over 200 land development parks and to establish the proper criteria for an ideal research center. A wholly owned subsidiary, Great Lakes Properties, Inc., was established to hold the land and supervise development of the park.

Victor Gruen Associates drew up the land-use plan for the 410-acre park to assure a campus-like environment free from heavily travelled thoroughfares and laid out according to highest architectural and landscaping standards. Los Angeles County Regional Planning Commission worked with County Supervisors to create a new type of zoning classification to permit research and development compatible with the beautiful residential surroundings for which Palos Verdes has long been famous.

The result is Palos Verdes Research Park . . . now offering sites for purchase by organizations wishing to locate their R & D facilities in a year-round happy climate, close to famous schools and research laboratories, airports, freeways, and varied recreational facilities.

The Park is now well beyond the dream stage of development. Nortronics Division of Northrop Corporation is erecting its own "research campus" on a 100-acre site, while a new Palos Verdes town center is under construction adjacent to the Research Park.

Additional research sites of 2 to 100 or more acres available. For information, write Great Lakes Properties, Inc., 2 Portuguese Bend Road, Rolling Hills, California.

Key contributors to new concept in science, research and development; left to right: Edgardo Contini, Partner and Chief Engineer, Victor Gruen Associates; Carleton Green, Manager, Southern California Laboratories, Stanford Research Institute; Milton Breivogel, Director of Planning, Los Angeles Regional Planning Commission; Loring Marlett, Vice President, Great Lakes Properties, Inc.

Palos Verdes Research Park, overlooking the blue Pacific from its 1200-foot elevation in the clean, clear air of Palos Verdes Peninsula, is only 40 minutes from downtown Los Angeles. Surrounded by one of Southern California's most distinctive residential areas, the park will provide a quiet campus-like environment attractive to scientific research and development personnel. Nortronics facility, designed by Charles Luckman Associates, is shown above. Similar sites offering mountain and ocean views available.

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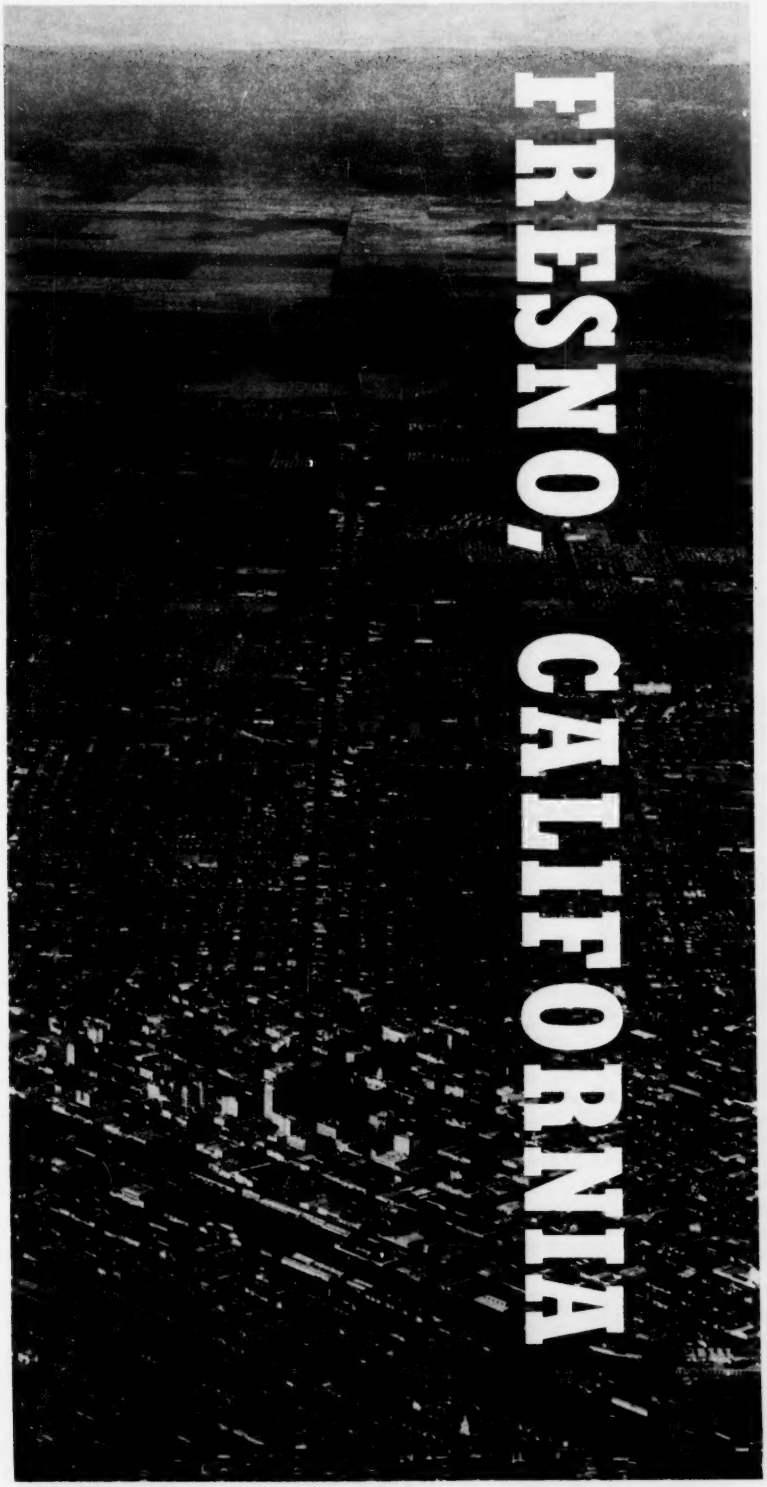

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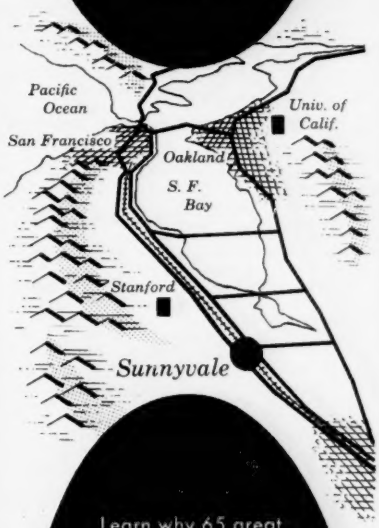

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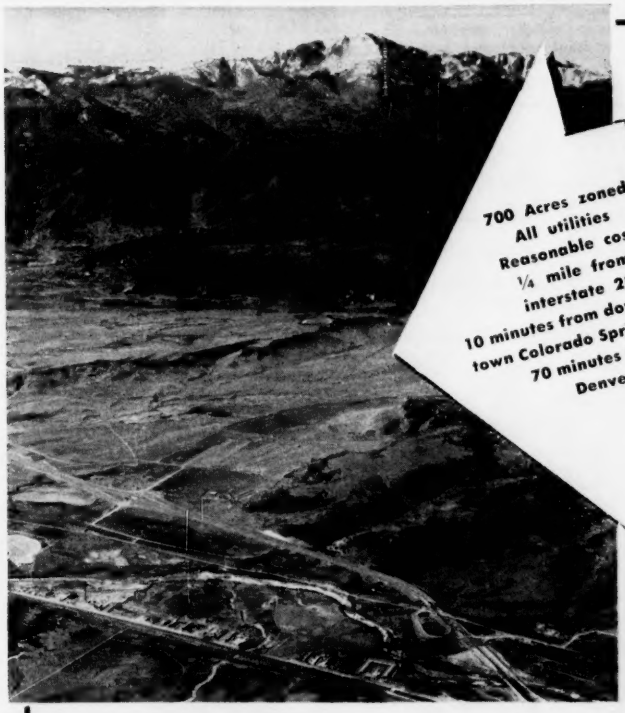

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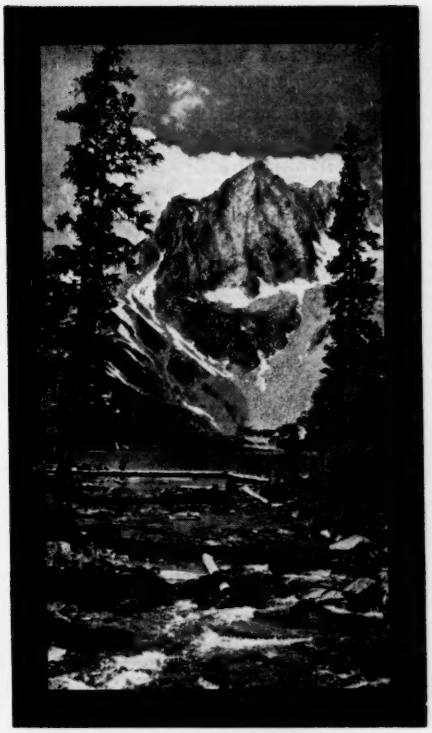
ELLIS & EDWARDS, Mr. Robert P. Ellis, Rltr., 679 Fairfield Ave. (3) L-SB
NATL. TRANSPTN. CO., Allan C. Volk, Jr., Gen. Sls. Mgr., 251 State St., Ext. xx.
BALDWIN PEARSON & CO., INC. RLTY, J. Baldwin Pearson, Pres., 114 State St.
MR. RALPH E. SPRAGUE, RLTR., Investors Mortgage Co., 181 State St. (1)
BRISTOL—45,292
BRISTOL C. OF C., George Enderwood, Ex. Secy., 222 Main St. L (x).
BRISTOL IND. DEV. CORP., Seth Stoner, Pres., % New Departure Div., Gen. Motors
BURLINGTON—2762 — BURLINGTON IND. DEV. COMMITTEE, M. V. Fields, Chm.
CANAAN — CANAAN DEV. CORP., G. Roger Newkirk, Pres.
CANTON—4765 — CANTON BUS. & DEV. COMM., Stuart Gillespie, Chm.
CHESHIRE—12,981
CHESHIRE C. OF C., Mrs. Adeline C. Peircy, Ex. Secy.
CHESHIRE DEV. COMM., Edward Friend, Chm., 84 S. Main St.
CHESTER—2500 — CHESTER IND. DEV. COMM., Stuart Joselyn, Chm.
CLINTON—4185 — CLINTON C. OF C., Arthur H. Hibson, Secy. Ind. Dev. Com.
COLCHESTER—2255
SCHUSTER'S EXPRESS, INC., Floyd E. Sulluvan, Sales Mgr., 48 Norwich Ave.
COS COB
FREDERIC C. WOOD, CONSULTING ENGR., Wood & Sibbert, Cat Rock Road
CROMWELL—6763
CROMWELL DEV. COMM. & PLANNING BD., Wallace Pierson, Secy.
DANBURY—22,833
DANBURY C. OF C., INC., Richard C. Gram, Mgr., 20 West St. L-SBF (x).
DANBURY IND. CORP., J. S. Pinney, Secy.-Treas., 205 Main St. L-SBF (x).
DANBURY IND. PARK, Seymour Powers, Box 581
DANIELSON—4643
DANIELSON C. OF C., Alphege Faford, Secy., 119 Main St.
DANIELSON IND. FOUNDATION, Lester Fitzpatrick, Pres., Box 186
DEEP RIVER—2939 — DEEP RIVER C. OF C., Curtiss Johnson, Chm. Ind. Dev. Comm.
DERBY—12,092
DERBY BUS. MEN'S ASSN., Michael Petz, Secy.-Treas.
THE HOUSATONIC PUBLIC SERV. CO., Stuart T. Hotchkiss, Dev. Eng. 33 Elizabeth St. L-SB
EAST HAMPTON—5387 — EAST HAMPTON C. OF C., Mrs. Stanley G. Warzecha, Jr., Secy.
EAST HARTFORD—43,845
EAST HARTFORD C. OF C., J. J. Hammel, Managing Dir.
E. HARTFORD DEV. COMM., Martin J. O'Meara, Chm., 740 Main St.
EAST HAVEN—21,302 — EAST HAVEN C. OF C., Ralph E. Delucia, Pres.
EAST LYME—6594 — EAST LYME C. OF C., Adolph J. Lunde, Jr., Pres.
EAST WINDSOR—7480
ESSEX—4041 — ESSEX BUSINESS ASSN., Mrs. Gould Chalker, Secy.
FAIRFIELD—45,312 — FAIRFIELD C. OF C., M. C. McDonald, Ex. Dir., 1433 Post Rd.
FARMINGTON—10,798
FARMINGTON IND. DEV. COMM., John Conlon, Chm., % Town Manager's Ofc.
GILMAN — BOZRAH LIGHT & POWER CO., John M. Civitello, Mgr.
GLASTONBURY—14,454
GLASTONBURY C. OF C., Harley J. Brook, Chm., Ind. Dev. Comm., Box 189 L-SB (x).
TOWN OF GLASTONBURY, P. Silvergleid, Chm., Dev. & Ind. Comm. L-SBF
GREENWICH—53,253
GEMAR ASSOC., CONS. ENGRS., 74 Greenwich Ave.
GREENWICH C. OF C., Harry L. Nado, Man. Dir., 109 Greenwich Ave.
GROTON—10,099
GROTON C. OF C., Charles Moore, Chm. Ind. Dev. Comm., 7 Thames St.
GILMAN C. GUNN & SONS, 171 Thames St.
GUILFORD—8795
GUILFORD C. OF C., Dorothy E. Wells
GUILFORD IND. DEV. COMM., Mrs. F. D. Thurston, Chm., Nut Plains Rd.



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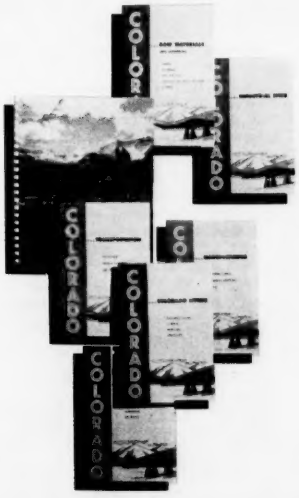

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Newly revised 9-booklet portfolio with up-to-the-minute data on Colorado's industrial sites, assets, opportunities and weekend vacation wonderlands. All inquiries held confidential.

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2 STATE CAPITOL • DENVER 2, COLORADO

HAMDEN—40,623
HAMDEN C. OF C., Malcolm Muirson, Chm., Ind. Dev. Comm.
HAMDEN & N. HAVEN RLTY. CO., Lawrence J. Tartoria, 1993 Whitney Ave.
McFARLAND TRANSPORTATION CO., Joseph G. McFarland, Jr., 1007 Dixwell Ave.
HARTFORD—161,077
THE CONN. BANK AND TRUST CO., Graham R. Treadway, V. Pres., 803 Main St.
CONN. C. OF C., William B. Cafky, 410 Asylum St.
CONN. DEV. COMSN., Leroy Jones, Asst. Man. Dir., State Office Bldg. S-SB (x).
THE CONN. LIGHT & POWER CO., Robert P. Lee, Area Dev. Mgr., Box 2010. S-SB
DOW & CONDON, RLTRS., Mr. F. Lawrence Dow, 242 Trumbull St. (3).
HARTFORD C. OF C., Arthur J. Lumsden, Ex. V.P., 64 Pearl St. (3) L-SB (x).
HARTFORD DEV. COMM., Edgar P. Sloan, Chm., % Conn. Bank & Trust Co., 803 Main St. S-SB
THE HARTFORD ELECTRIC LIGHT CO., Mr. Edward R. Cole, 266 Pearl St., L-SBF
HARTFORD GAS CO., William Cass, Area Dev. Mgr., P. O. Box 1230 (1).
HARTFORD NAT'L. BANK & TRUST CO., Wm. J. Lowry, V. Pres.-Area Dev., 777 Main St.
NATHAN HERRUP, INC., RLTR., 61 Allyn St.
MR. DAVID C. MAHONEY, RLTR., 750 Main St.
M. G. REALTY CORP., Leonard Greenberg, Pres., 75-77 Windsor St. (5) L-F
WOOSTER EXPRESS, INC., Joseph Ravalse, 2921 Main St.
JEWETT CITY—3627
GRISWOLD DEV. COMM., Richard McCusker, Chm., % Rapid City Transit Co.
KENSINGTON
BERLIN BUS. & IND. PLAN. COMM., Walter Zuk, Chm., 161 Hart St.
BERLIN IND. DEV. COMM., Dale Johnson, Pres., P. O. Box 207
LYME—1163
LYME & OLD LYME C. OF C., N. Sheffield, Secy., Lyme St.
***MANCHESTER—41,907**
MANCHESTER COMMUNITY DEV. FOUND., INC., John Deme, Pres., 41 Center St. L-F (x).
MANCHESTER C. OF C., John P. Wiet, Ex. V. P.
MANCHESTER DEV. COMMSN., Richard S. Tibbits, Exec. Dir. L1-SB
MARLBOROUGH—1960 — MARLBOROUGH ZONING COMM'S., SUB-COMM. FOR IND. DEV., Henry Houck, Chem.
MERIDEN—50,966
CONN. DEV. CREDIT CORP., Peter M. Moffitt, Mgr., 43 Colony St. S-F (x).
MERIDEN C. OF C., Llewellyn A. Tobie, Chm., Industrial Dev. Comm.
MIDDLETOWN—33,139
GRTR. MIDDLETOWN, C. OF C., Walter Glinski, Mgr., 74 Court St. L-SBF
MIDDLETOWN IND. CORP., Arthur J. Connell, Pres., 330 Main St.
MIDDLETOWN REDEV. AGCY., G. Allen Hill, Dir., Municipal Bldg. L-S (x).
MILFORD—42,596
MILFORD C. OF C., C. M. Bartlett, Jr., Exec. Dir., 189 Broad St. L-SB (x).
MILFORD IND. DEV. COMMSN., John N. Foehr, Exec. Secy., Court House Annex L-SB (x).
MONROE—6472 — MONROE DEV. COMM., J. Wesley Cable, Chm.
MOOSUP — MOOSUP BETTERMENT ASSN., Harold W. Kramer, Pres.
MYSTIC — MYSTIC C. OF C., Robert V. Squadrito, Exec. Vice Pres.
NAUGATUCK—19,353
NAUGATUCK C. OF C., CHM. DEV. COMM., 203 Church St. L-SBF (x).

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MANUFACTURERS' COUNCIL NEW BRITAIN C. OF C., Bernard G. Kranowitz, Dir., 99 W. Main St.
MIDDLE ATLANTIC TRNSPTN. CO., Howard C. Loadman, Gen. Sls.& Trf. Mgr., 976 W. MAIN St.
NEW BRITAIN DEV. & IND. COMM., Edgar G. Rhodes, Chm., 27 Main St.
NEW HAVEN—149,501
THE ADLEY EXPRESS CO., Martin W. Dunne, Gen. Sales Mgr., 216 Crown St.
WM. T. BEAZLEY CO., Mr. John V. Beazley, Rltr., 70 Elm St.
CAPRONI ASSOC., Leo F. Caproni, 132 Temple St. (8)
MR. AMOS G. HEWITT, RLTR., 205 Church St. (10)
NEW HAVEN C. OF C., W. A. Johnson, Exec. V. P., 152 Temple St.
NEW HAVEN CITIZENS ACTION COMM., Lucius R. Rowe, Chm., Southern New England Tel. Co.
QUINNIPIAC VALLEY DEV. CORP., Eben Haskell, Chm., 177 Church St. R-S
THE UNITED ILLUMINATING CO., E. B. Haskell, Mgr., 80 Temple St. S-SB (x).
NEWINGTON—17,444
NEWINGTON C. OF C., John Berguist, Chm., Ind. Dev. Comm.
NEW LONDON—31,599
COMMISSIONERS OF STEAMSHIP TERMINALS, Jos. S. Rosenthal, Engr.-Secy., State Pier
GRTR. NEW LONDON C. OF C., M. Ginther, Exec. V.P., 281 State St. L-SB (x).
NEW LONDON IND. DEV. COMM., Wilson Highmore, Chm., 31 Union St.
SOUTHEASTERN CONN. IND. DEV. COMM., Marshall Ginther, Ex. V. P., 281 State St. L-SB (x).
NEW MILFORD—8130
NEW MILFORD C. OF C., E. Wiehl, Chm., Ind. Dev. Comm., 16 Grove St.
NEWTOWN—1241 — NEWTOWN IND. COMM., Earle M. Mitchell, Chm., % C. of C.
N. GRANBY — GRANBY DEV. & IND. COMM., W. Howar Zimmer, Donahue Rd.
NORWALK—67,527
NORWALK C. OF C., Sherwood H. Prothero, Ex. V. P., 520 West Ave.
JOHN C. J. WIRTH, CONS. MNGMNT., ENGR., Ponus Ave.
NORWICH—38,476
EASTERN CONN. FORWARD, INC., Frank Sussler, 36 Town St.
NORWICH C. OF C., Frank E. Dixon, Exec. Vice Pres., 329 Main St.
NORWICH IND. FOUND., Milton Jacobsen, Pres., 16 Franklin St.
PLAINFIELD—8885 — PLAINFIELD DEV. ASSOC., INC., Dr. Angelo J. Gulino, Pres.
PLAINVILLE—13,063
PLAINVILLE C. OF C., Edw. J. Lyer, Pres., Whiting St. L-SB (x).
PLAINVILLE MUN. DEV. & IND. COMM., Herman Papenforth, Chm.
PUTNAM—7031
PUTNAM AREA FOUND., Sidney Fisher, Chm., P. O. Box 489
PUTNAM C. OF C., Glen C. Mauer, Ex. Secy.
PUTNAM DEV. COORD. COMM., William L. St. Onge, Chm., 80 Main St.
ROCKVILLE—9506
GILBERTVILLE TRUCKING CO., INC., Kenneth Nelson, Pres., P. O. Box 356
ROCKVILLE C. OF C., Vincent A. Choate, Ex. Secy., 3 Park St. L-SBF (x).
ROCKVILLE IND. DEV. COUNCIL, Seabury Lewis, Pres., % Sou. New England Telephone Co.
ROCKVILLE IND. FOUND., % C. of C., Seabury Lewis, Pres. R-SB (x)
ROCKY HILL—7384 — ROCKY HILL DEV. COMM., C. F. Spolen, Pres.
SEYMOUR—10,054 — SEYMOUR C. OF C., Abraham J. Schermer, Secy.-Treas.

SHELTON—18020
DERBY-SHELTON BD. OF TRADE, Wm. F. Miller, Secy.-Treas., P.O. Box 347
SHELTON MUNICIPAL IND. COMM., William F. Martin, Chm.
SOMERS—3684 — SOMERS C. OF C., Paul Monstello, Ind. Dev. Comm.
SOUTHINGTON—22,780 — SOUTHINGTON C. OF C., Thomas E. Pritchard, Ex. Secy.
S. WINDSOR—9334
S. WINDSOR IND. DEV. COMM., Edw. Pastula, Chm., Main St. L-SB (x).
STAFFORD SPRINGS—3323
STAFFORD SPRINGS C. OF C., Lee Houle, Pres.
STAFFORD SPRINGS IND. FOUND., James Backus, Pres., % C. OF C.
STAMFORD—92,347
R. S. ARIES & ASSOC., C. J. Harman, 225 Greenwich Ave.
FIRST STAMFORD CORP., Jesse Hartman, Pres., 83 Morgan St.
PIERSON & SMITH, RLTY., Mr. Samuel Fiske Pierson, 67 Broad St.
STAMFORD C. OF C., Arthur G. Norman, Ex. Secy.
STRATFORD—44,712
STRATFORD C. OF C., John S. BIRGE, Ex. Secy.
STRATFORD PLAN. & DEV. COMM., George F. Wright, Chm.
SUFFIELD—6752 — SUFFIELD IND. DEV. COMM., David L. Coffin, Chm.
TERRYVILLE — TERRYVILLE C. OF C., Mrs. Rebina Klimas, Ind. Dev. Comm.
THOMASTON—5767 — THOMASTON BD. OF TRADE, A. J. Voketites, Treas.
THOMPSONVILLE
ENFIELD IND. DEV. COMM., Harold Denby, Chm., 6 Willard Ave.
TORRINGTON—29,998
TORRINGTON C. OF C., Joseph C. Horne, Ex. Secy., 93 Main St.
TORRINGTON DEV. CORP., Abraham Temkin, Pres., 38 Water St.
WALLINGFORD—29,797
THE H. T. SMITH EXPRESS CO., INC., Kenneth S. Mackay, North Colony Road
WALLINGFORD C. OF C., Louis Isakson, Secy., 5 N. Main St. L-S (x).
WATERBURY—106,167
COLONIAL TRUST CO., John H. Payne, V. P.
CROWE & CO., INC., H. J. Horan, Jr., Sales Mgr., 60 Meadow St.
GRTR. WATERBURY IND. DEV. CORP., John H. Payne, Jr. ,Pres., 7 Field St., Box 1469. (20) L-F (x).
LOMBARD BROS., INC., Rufus A. Ayers, Jr., 249 Mill St.
MR. CHARLES ROSENGARTEN, RLTR., 33 Leavenworth St.
WATERBURY C. OF C., Walter Howard, 7 Field St., Box 1469. (20). L-SB (x).
WATERBURY DEV. & IND. COMM., J. Robert Curtis, Chm., City Hall-235 Grand St. (2).
WATERTOWN—14,812
WATERTOWN DEV. & IND. COMM., Miles F. McNiff, Jr., Chm., Town Hall
WESTBROOK—2390
WESTBROOK C. OF C., James A. Smith, Jr., Pres.
WESTBROOK DEV. COMM., C. Merrit Carter, Chm., % C. of C.
WEST HARTFORD—62,210
MR. CURTIS M. MIDDLEBROOK, RLTR., 10 North Main St.
WEST HARTFORD C. OF C., Wm. H. Brenn, Ex. Dir., 1007 Farmington Ave.
WEST HARTFORD DEV. COMM., S. George Trager, Chm.
WEST HAVEN—42,567
WEST HAVEN C. OF C., Francis J. Skerritt.
WEST HAVEN DEV. COMM., Walter Holm, Chm., 65 Templeton St. (16).

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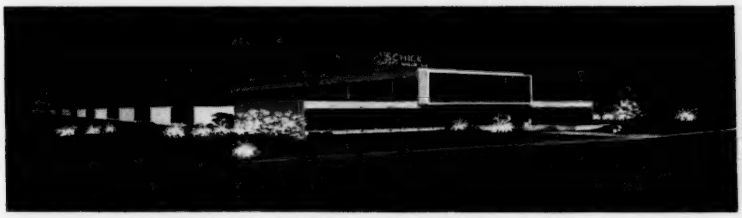
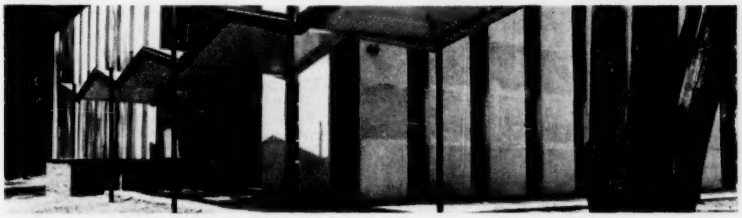
Connecticut plants are within overnight reach of ⅓ of the population of Continental United States. An independent management consultant firm reports that Connecticut has: The highest per capita income in the United States, providing powerful economic support to locally-oriented markets, generally excellent transportation facilities and services, a wider range of labor skills than in most states, a relatively favorable labor productivity compared to other northern industrial states, one of the lowest relative total tax burdens, compared to income, in the Nation, a smaller increase in local property taxes compared to the Nation since 1942.



Here is Eversharp's new Safety Razor Division Plant in Milford on the Connecticut Turnpike, a new transportation artery which has opened up thousands of acres for industrial use and rapid service to the top consumer and industrial markets of the Northeast.

Rapid Electric Company, Inc. of New York, manufacturers of industrial dc power supplies, located its latest plant (35,000 square feet) in Brookfield.

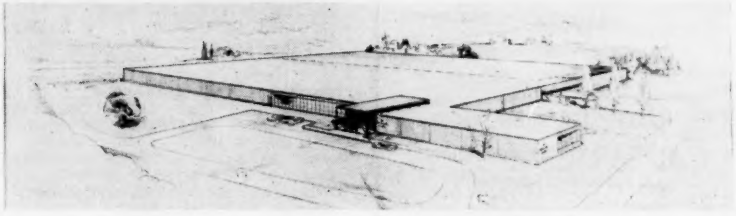
Having three plants in New York, this site was selected for convenience of transportation (modern Connecticut Turnpike), greater acreage for future expansion for warehouse facilities, increasing need of electrical power and availability of adequate labor supply.



Kahn & Company chose Wethersfield because of accessibility and availability of utilities, uncongested area allows room for growth, good surrounding residential area while in close proximity to Metropolitan area. Nearby main highway provides convenience for out-of-state customers.

Hallmark Cards, Inc. is building a new plant in Thompsonville, Connecticut.

Among the reasons for the selection of this location were the access to markets, adequate utilities, and the excellent transportation facilities available.



Would you like more information about plant sites in Connecticut? Write or phone the Area Development Department of any one of the Connecticut Electric Utilities below.

THE CONNECTICUT LIGHT AND POWER COMPANY	**HARTFORD**
THE HARTFORD ELECTRIC LIGHT COMPANY	**HARTFORD**
THE HOUSATONIC PUBLIC SERVICE COMPANY	**DERBY**
THE UNITED ILLUMINATING COMPANY	**NEW HAVEN**

WESTPORT—20,896
CITIZENS PLAN ASSOC. OF WESTPORT, INC. Guy F. Robbins, M. D. Pres., P. O. Box 107
BRUCE PAYNE & ASSOC., Bruce Payne, Pres.
WETHERSFIELD—20,526
HARTFORD ELECTRIC LIGHT CO., Edward R. Cole, Area Dev. Dir., Cumberland Rd.
WILLIMANTIC—13,811
GRTR. WILLIMANTIC C. OF C., Jack Roan, Chm., Ind. Dev. Comm.
WINCHESTER—10,402 — WINCHESTER DEV. COMMSN., Gordon Price, Chm., % Conn. Bank & Trust, 654 Main St.
WINDSOR—19,346
TOWN OF WINDSOR, R. B. Weiss, Town Mgr., Town Hall L-SB (x).
WINDSOR C. OF C., Alton H. Wilson, Secy. % H. M. Clark Agency, 256 Broad St.
WINDSOR IND. PARK, Cabot, Cabot & Forbes Co., 60 State St., Boston 9, Mass.
WINDSOR LOCKS—11,386
WINDSOR LOCKS C. OF C., E. T. Lajoie, Pres., % Lajoie Jewelers, 7½ Spring St.
WINDSOR LOCKS DEV. COMM., Dexter D. Coffin, Chm., % Dexter Paper Co.
WINSTED—8064
WINSTED AREA IND. FOUND., Milton Dolinsky, Pres.
WINSTED C. OF C., Robert T. Cahill, Pres., Main St. L-SB (x).
WINCHESTER DEV. & IND. COMMSN., G. Gordon Price, Chm., % Conn. Bank & Trust, 44 Elm Street L-SB

DELAWARE

DOVER—7232
DELA. STATE DEV. DEPT., Col C. B. Shaffer, Act Dir., Legislative Hall

WHAT DO YOU LOOK FOR IN AN INDUSTRIAL LOCATION?

- proximity to market?
- reasonable taxes?
- transportation and distribution facilities?
- proximity to educational centers?
- cultural interests of a metropolitan center?
- excellent living conditions?
- community cooperation?

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we will help you to a modern plant in our suburban community

for further information contact:
Executive Director

MANCHESTER DEVELOPMENT COMMISSION
41 Center Street
Manchester, Connecticut
AIDC & NIDA affiliated
all inquiries held in strict confidence

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FRANKFORD
FRANKFORD C. OF C., W. E. Wilgus, Secy.
GEORGETOWN—1630 GEORGETOWN C. OF C., Louis Burton, Secy.
HARRINGTON—2493
HARRINGTON BUS. ASSN., Carrington Burgess, Secy.
LAUREL—2693 — LAUREL C. OF C., Fred L. Phillips, Ex. Secy.
LEWES—2969 — LEWES C. OF C., Louis F. Ingram, Ex. Secy.
MILFORD—5779
MASTEN TRUCKING CO., INC., W. Price Webb, V. P., Rehoboth Blvd.
MILFORD C. OF C., Robert H. Yerkes.
MILTON—1627
MILTON C. OF C., Lucius Darby, Secy.
MILLSBORO — MILLSBORO C. OF C., Frank J. Smith, Secy.
NEWARK—11,329 — NEWARK C. OF C., William J. Warwick, Exec. Secy.
NEW CASTLE—4428
NEW CASTLE BD. OF TRADE, Sophie B. Louma
REHOBOTH BEACH—1471
REHOBOTH BEACH C. OF C., Mrs. Helen Ennis
SEAFORD—4367
SEAFORD C. OF C., Mark T. Berryman
SMYRNA—3199
SMYRNA C. OF C., Arthur Thomas, Secy.
WILMINGTON—94,234
DELAWARE POWER & LIGHT CO., W. A. F. Pyle, Mgr. of Power Sales, 600 Market St. S20-SB
DELAWARE STATE C. OF C., INC., J. Huber Denn, Ind. Comm., 1112-14 King St. S-SBF (x).
ARNOLD GOLDSBROUGH, RLTR., 9 E. 12th St. 1-SB
EMMETT S. HICKMAN CO., RLTR., Mr. Robert E. Hickman, 203 W. Ninth St. (1).
WOOLEYHAN TRANSPORT CO., Roger B. Wooleyhan
WILMINGTON BD. OF HARBOR COMMSN., R. Satterthwaite, Jr., Counsel, P. O. Box 1191

DISTRICT OF COLUMBIA

WASHINGTON—745,603
ANACOSTIA NATL. BANK OF WASHINGTON, John M. Harris, Pres., 3850 S. Capitol St., (20).
ASSN. OF STATE PLAN. & DEV. AGENCIES, Paul Menk, Ex. V. P., 1130 - 17th St., N. W.
BOOZ, ALLEN & HAMILTON, James L. Allen, 1625 Eye St., N. W. (6).
CARR, INC., 1010 Vermont Ave. (5).
C. OF C. OF THE U. S., Arch N. Booth, Ex. V. P., 1615 H St., N. W. (6).
COUNCIL OF STATE C'S OF C., Eugene F. RINTA, Res. Dir., 1025 Connecticut Ave. (6).
D. C. REDEV. LAND AGCY., J. R. Searles, Jr., Ex. Dir., 685 Maine Ave., S. W. (25).
WILLIAM G. FRIEDRICH, CONSULTING ECONOMIST & ENGR., 2122 Massachusetts Ave., N. W.
HAMMER & CO., ASSOCIATES, Philip G. Hammer, 1518 K Street, N. W. (5).
IND. MART OF WASHINGTON, Lewis H. Shapiro, 201-5 Tower Bldg.
IND. PLANNING ASSOC., Bertram H. Lindman, Assoc., 5818 Osceola Rd. (16).
HENRY J. KAUFMAN & ASSOCIATES, 1419 H Street, N. W., (5).
ARTHUR D. LITTLE, INC., Mr. C. L. Jewett, Mgr., 1625 Eye St., N. W. (6).
SIDNEY Z. MENSH & CO., INC., Sidney Z. Mensh, Pres., 1613 Eye St., N. W. (6) L-SBF (x).
DOROTHY A. MUNCY, CONS. CITY PLANNER, 2801 Quebec St., N. W. (8).
NATIONAL ASSN. OF REAL ESTATE BDS., Chas. T. Stewart, Div. of Public Affairs, 1300 Connecticut Ave., N. W. (6).
POTOMAC ELECTRIC POWER CO., J. S. Bartlett, Mgr. Area Dev., 929 E. Street, N. W. (4) L2-SB
PUERTO RICO ECON. DEV. ADM., Pedro Gonzales, Dir., 2210 R. St., N. W., (8) I (x).
KURT SALMON ASSOC., INC., 3000 Albemarle St. (8).
SMALL BUSINESS ADMIN., Mr. Ernest A. Reisner, Chief, Production Assistance Div., (25).
SMITH TRANSFER & STORAGE CO., Arthur Clarendon Smith, Pres., 1313 You Street, N. W.
SOCIETY OF IND. REALTORS, F. W. Coleman, III, Ex. V. P., 1300 Conn. Ave., N. W., (6). N (x)
SOUTHERN RWY. SYSTEM, Mr. B. E. Young, Asst. to Pres., 15 and K Sts., N.W. (13). R-SB (x).
STANFORD RESEARCH INSTITUTE, Ralph Clark, Mgr., 711-14th St., N. W., (5) I (x).
TRAFFIC SERVICE CORP., Floyd C. Day, Circulation Dir., 815 Washington Bldg.
U. S. DEPT. OF LABOR, Community Employment Program, J. Dewey Coates
U. S. DEPT. OF COMMERCE, Area Development Div., Victor Roterus, Chief.
U. S. DEPT. OF THE INTERIOR, J. N. Lowe, Chief Ind. Dev. Br. (25).
U. S. DEPT. OF LABOR, Bur. of Employment Security, Robert C. Goodwin, Dir. (25).
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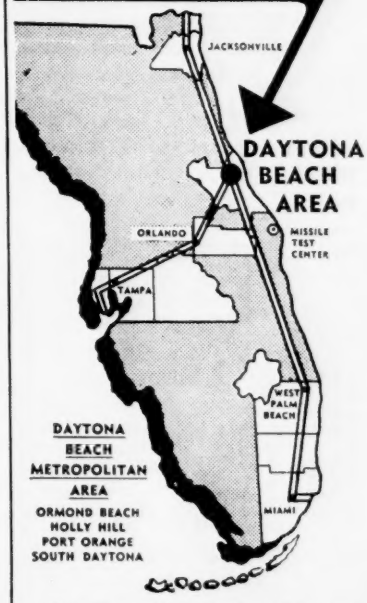

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BLACKSHEAR—1200 — BLACKSHEAR IND. DEV. CORP., % C. of C.
BLACKSHEAR-PIERCE CTY. C. OF C., Miss Montez Walker, Secy.-Mgr., P. O. Box 47.
BLAIRSVILLE
BLAIRSVILLE IND., INC., L. J. Merritt.
BLAIRSVILLE-UNION CTY. C. OF C., Pat Akins, Secy.-Treas., Box 265.
BLAKELY—3555
BLAKELY BLDRS. & MFRS., INC., R. D. Grist.
BLAKELY C. OF C., Mr. R. D. Grist, Pres., 16 Court Sq., East.
BRUNSWICK—21,656
BRUNSWICK-GLYNN CTY. C. OF C., Mrs. K. G. Berrie, Secy., P. O. Box 250. L-SBF
BRUNSWICK PORT AUTH., Joe Isenberg, P. O. Box 1039.
BUCHANAN
BUCHANAN BLDG. CO., % C. OF C.
BUENA VISTA—1581 — UNION CTY. IMP. & DEV. CORP., Clarke W. Duncan.
CAIRO—7399
GRADY CTY. C. OF C. IND. DEV. COMM., Louis A. Powell, Mgr., City Hall, N. Broad St. L-SBF (x)
GRADY CTY. IND. DEV. CORP., J. Carl Minter, Pres., % Citizens Bank, S. Broad St. L-SBF (x)
GRADY CTY. IND. DEV. CORP., Mr. J. R. Hester, Treas., Cairo Banking Co.

"Georgia has been good for Ford"

H. J. PEARSON
Plant Manager
Atlanta Assembly Plant

FORD DIVISION

ATLANTA ASSEMBLY PLANT

Ford Motor Company,
340 SOUTH CENTRAL AVENUE
P. O. BOX 271
HAPEVILLE, GEORGIA

March 15, 1960

Dear Mr. Minter:

Ford Motor Company recently celebrated its 50th anniversary as an industrial citizen of Georgia! During this period nearly two million Ford cars and trucks have been assembled here.

The success Ford has achieved in its Georgia operations would not have been fully attainable without the high degree of cooperation which has been received from local and state agencies throughout these many years.

While up until a very few years ago Georgia had primarily an agrarian economy, it has been Ford's experience that labor has very readily converted to the skills and trades associated with modern day industry. The labor supply is good, and of a high calibre.

It can be unquestionably stated that "Georgia has been good to Ford!"

Yours very truly,

H. J. Pearson
Plant Manager

Many of America's biggest names have added their production miracles to Georgia's fast-growing industrial horizon. There are many reasons for making these advantageous moves to Georgia. We'd like to prove how *your* business will operate more PROFITABLY in Georgia. We invite you to add your name to our impressive list of success stories.

Ford proves it's good business to produce in Georgia

Rush me a list of Business Opportunities in Georgia. I am particularly interested in a project report on _____
NAME OF INDUSTRY OR PRODUCT

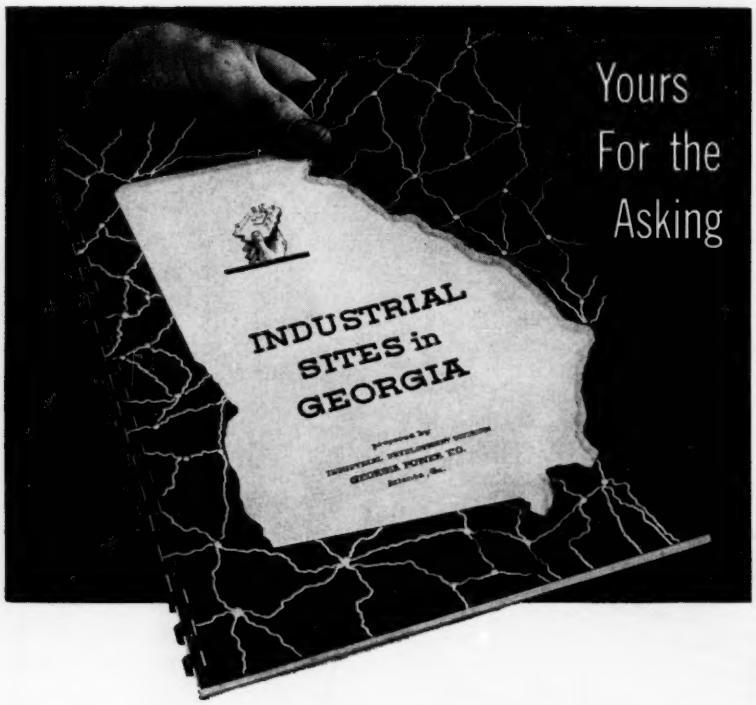
NAME _____

ADDRESS _____

CITY _____ STATE _____

GEORGIA DEPT. OF COMMERCE

Please send requests to JACK MINTER DIRECTOR • 100 STATE CAPITOL • ATLANTA, GEORGIA



See the Sites of Georgia

in this Directory of choice plant locations

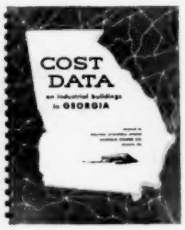
This 79-page book contains complete information about the best industrial sites currently available in Georgia. There's an aerial photo of each site, together with a description of the land and its locality, and detailed information about utilities, transportation, water supplies, population, labor supply and other essential data.

Anyone concerned with plant location will find this latest edition of *Industrial Sites in Georgia* a valuable reference.

Write for your free copy today—in confidence, of course.

ANOTHER USEFUL REFERENCE...

A companion to the book described above is our *Cost Data on Industrial Buildings in Georgia* containing photographs, detailed specifications, and cost data on many recently constructed plants in Georgia. It's yours for the asking.



E. A. YATES, JR., Vice President

GEORGIA POWER COMPANY

INDUSTRIAL DEVELOPMENT DIVISION

Box 1719W, Atlanta 1, Ga., Phone: JAckson 2-6121

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CALHOUN-GORDON CTY. C. OF C., R. D. Self, Secy.
GORDON CTY. PROMOTION & DEV. ASSN., % Calhoun C. of C.
CAMILLA—4742 — CAMILLA C. OF C., B. T. Burson, Pres.
GRTR. CAMILLA, INC., B. T. Burson, Pres.
CARROLLTON—10,956
CARROLL CTY. DEV. CORP., Woodfin Cole, Pres., Box 77. L-SBF (x)
CARROLLTON C. OF C., A. D. Stephenson, Mgr., P. O. Box 77. L-SB (x)
***CARTERSVILLE—8531**
CARTERSVILLE-BARTOW CTY. C. OF C., Mrs. W. G. Bedford, Secy., Box 31. L-SB (x)
CARTERSVILLE IND., INC., David Tillman, Pres., % C. of C.
CAVE SPRING—1147
CAVE SPRING IND. & DEV. ASSN., INC., Dewell Lindsay, % C. of C.
CEDARTOWN—9305
CEDARTOWN C. OF C., Alton V. Foster, Mgr., 21 North Main St. L-SBF (x)
CEDARTOWN IND. DEV. CORP., % C. of C.
CHATSWORTH—1182 — CHATSWORTH IND., INC., R. E. Chambers.
CHIPLEY
CHIPLEY C. OF C., Newt Askew, Secy.
CLARKSVILLE—1348
CLARKESVILLE IMPR. ASSN., Randolph Reeves, Pres.
CLAXTON—2668
CLAXTON-EVANS DEV. CORP., W. L. Adams.
EVANS CTY. C. OF C., R. E. L. Major, Box 62.
CLAYTON—1507 — CLAYTON IND. DEV. BD., L. F. Reeves, Pres.
CLAYTON-RABUN CTY. C. OF C., S. L. Gillespie, Mgr., Box 261.
CLEVELAND
CLEVELAND IND. DEV. CORP., % C. of C.
CLEVELAND-WHITE CTY. C. OF C., John C. Cannon, Secy.-Mgr., P. O. Box 277.
COCHRAN—4689
COCHRAN DEV. CO., % C. of C.
COLBERT
COLBERT IND. CORP., % C. of C.
***COLLEGE PARK—23,290**
COLLEGE PARK C. OF C., Carl M. Allen, Mgr., P. O. Box 58.
COLQUITT—1520 — MILLER CTY. IND. BD., Edd Bush, Secy. L-SBF
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BOYCE REALTY CO., Mr. Harry F. Boyce, Sr., 19 13th St.
CHATTAHOOCHEE VALLEY C. OF C., H. W. Woodruff, Sr., Pres.
COLUMBUS C. OF C., Thomas G. Moore, Exec. Dir., P. O. Box 1200. L-SBF (x)
COLUMBUS IND. DEV. CORP., A. H. Chapman, Pres., Box 1200, 1344-13th Ave. L-SBF (x)
COLUMBUS IND. DIST., Central of Ga. Rwy. Co., 1212 Rhodes-Haverty Bldg., Atlanta, Ga. L-SBF
HARDAWAY CONTR. CO., 15-11th.
COMMERCE—3562
COMMERCE C. OF C., Joe L. Hurst, Pres.
CONYERS—2873 — CONYERS-ROCKDALE CTY. C. OF C., P. O. Box 21.
***CORDELE—10,525**
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CRISP CTY. DEV. CO., INC., % W. R. Turner.
CRISP CTY. POWER COMSN., John M. Mohl, Dir. of Public Rel. P. O. Box 302. L-SB (x)
MUTUAL PROGRESSIVE COMM.
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CORNELIA C. OF C., Mrs. H. S. Stewart, Mgr.

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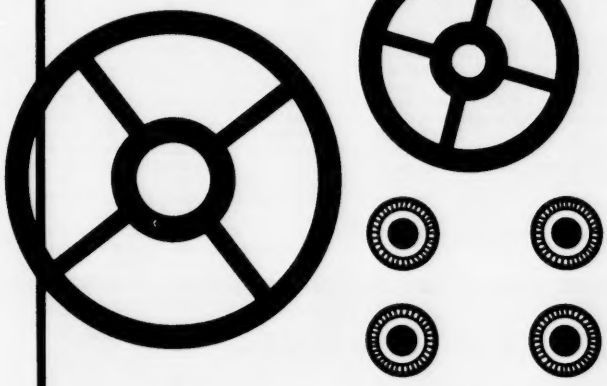

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Located in the financial and industrial center of the Southeast, The First National Bank of Atlanta has an intimate knowledge of its area. Our Special Services section provides complete information about industrial possibilities, including help in locating office space, industrial sites or living space for employees for all new businesses and industries. We'd like to help *you* with your "newcomer" problems! We are proud to be a part of America's commercial banking system that helps private enterprise grow!

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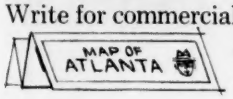
Write for commercial and industrial information and industrial map of Atlanta.



COVINGTON—8091 — NEWTON CTY. BUSINESSMEN'S ASSN., John L. Jernigan.
CUMMING—1558 — CUMMING-FORSYTH CTY. C. OF C., Oscar B. Tally, Sr., Ex. Secy., P. O. Box 155.
***DAHLONEGA—2643**
DAHLONEGA-LUMPKIN CTY. C. OF C., Mrs. J. D. Anthony, Secy.
DALTON—17,908
DALTON C. OF C., Norwood H. Highsmith, Mgr., Box 566. L-SBF
DALTON-WHITFIELD CTY. IND. DEV. CORP., % C. of C.
DAWSON—5015
TERRELL CTY. C. OF C., K. W. Haines, Pres., Lee St. L-SBF (x)
TERRELL CTY. DEV. CORP., Mrs. Frances D. Christie, Secy. L-F (x)
***DECATUR—21,953**
DeKALB CTY. C. OF C., F. Wm. Broome, Ind. Dept., P. O. Box 648. L-SB (x)
DeKALB CTY. COMM. OF 100, Mr. William Broome, Mgr., P. O. Box 648.
DeKALB IND. DEV. BD., INC., F. Wm. Broome, Secy., 235 E. Ponce de Leon Ave. L-F (x)
PONCE DE LEON IND. DIST., DeKalb Cnty. C. of C., P. O. Box 648. L-SBF
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DONALDSONVILLE-SEMINOLE CTY. C. OF C., D. F. Wurst, Pres.
SEMINOLE IND., INC., P. E. Shingler, Box 427.
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DOUGLAS—8742
COFFEE CTY. C. OF C., W. E. Dowling, Pres.
COFFEE CTY. IND. CORP., L. W. Wade, Jr., Box 112. L-SBF (x)
DOUGLAS BLDG., INC., % C. OF C.
DOUGLASVILLE—4423
DOUGLASVILLE-DOUGLAS CTY. C. OF C. & AGRIC., Mrs. Dave Padgett, Ex. Secy., P. O. Box 395.
DUBLIN—13,772
DUBLIN C. OF C., Gordon W. Avison, Ex. Dir., 216 S. Jefferson St., Box 396. L-SBF (x)
DUBLIN INV. CORP., Gordon W. Avison, % C. of C.
***EASTMAN—5091**
DODGE CTY. IND. DEV. CORP., % C. of C.
EAST POINT—35,425 — EAST POINT C. OF C., Mrs. Thelma Hughes, Mgr., Box 151.
ELLAVILLE
SCHLEY CTY. IND. CORP., % C. of C.
ELBERTON—7101
ELBERTON C. OF C., Mrs. B. H. McCrary, Ex. Secy.
ELBERTON DEV. CORP., Louis Patz, Box 272.
HARPER MOTOR LINES, INC., Gordon Spencer, Gen. Traffic Mgr., Long Ave.
ELLIJAY—1307 — ELLIJAY IND. CORP., E. T. Hudson, % C. of C.
FITZGERALD—8755
FITZGERALD C. OF C., W. A. Adams, Mgr., 119 E. Central Ave., Box 111.
FITZGERALD CIVIC DEV. CORP., J. H. Dorminy, Jr.
FOREST PARK—14,122
CENTRAL IND. DIST., Central of Ga. Rwy. Co., 1212 Rhodes-Haverty Bldg., Atlanta, Ga. L-SBF
EXPRESSWAY IND. PARK, McDonough Constr. Co. of Ga., 1958 Monroe Dr., Atlanta, Ga.
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FORSYTH IND. FUND GROUP, % C. of C.
FORSYTH-MONROE CTY. C. OF C., T. C. Zellner, Secy.
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FORT VALLEY-PEACH CTY. C. OF C., Col. B. A. Shipp, Mgr., P. O. Box 71.
FRANKLIN — FRANKLIN C. OF C., V. D. Smith, Secy.-Treas.
***GAINESVILLE—16,338**
GAINESVILLE-HALL CTY. C. OF C., Moffett Kendrick, Gen. Mgr., 127 E. Washington St. L-SBF (x)
GAINESVILLE-HALL CTY. IND. DEV. CORP., John H. Davis, Pres., 127 E. Washington St. L-SBF (x)
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GLENNVILLE C. OF C., Mrs. L'Bertie Rushing, Ex. Secy., P. O. Box 116.
TATTNALL CTY. DEV. CORP., Lucius Kennedy.
GORDON—1807 — GORDON C. OF C., J. J. Tremon, Gen. Mgr.
GREENSBORO—2764
GREENSBORO C. OF C., E. H. Armor, Ex Secy., P. O. Box 155.
GREENSBORO IND. CORP., C. Weldon Smith.
GREENVILLE
GREENVILLE COMMUNITY C. OF C., B. I. Gilbert, Pres.
GREENVILLE IND. DEV. CORP., % C. of C.
***GRIFFIN—22,113**
GRIFFIN CITY-CTY. IND. DEV. COMM., J. S. Langford, Secy., % City Hall.
GRIFFIN-SPALDING CTY. C. OF C., Barton Stephens, Mgr., 116-8 E. Solomon. L-SB (x)
HAPEVILLE—10,146
EMPIRE IND. SITES, Timothy McCarthy Constr. Co., 1785 Cheshire Bridge Rd., N.E., Atlanta, Ga. L-SBF
EXPRESSWAY IND. DIST., Central of Ga. Rwy. Co., 1212 Rhodes-Haverty Bldg., Atlanta, Ga. SBF
HAPEVILLE C. OF C., Albert R. Mitchell.

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HARTWELL IND. COMM., INC., % C. of C.
HAWKINSVILLE—3969 — PULASKI DEV. CORP., J. H. Thompson, % C. of C.
HIAWASSEE — HIAWASSEE C. OF C., Mrs. Donnie Denton, Ex. Secy.
HOGANSVILLE—3654 — HOGANSVILLE C. OF C., Cecil Hamby, Pres.
***HOMERVILLE—2617**
CLINCH IND. ASSN., INC., Dr. D. B. Terry, Pres., % Huey Hospital.
HOMERVILLE-CLINCH CTY. IND. COMM Mrs. Helen J. Hughes, Ex. Secy., 503 Dame Ave. L-F
IDEAL
IDEAL C. OF C., J. B. Robinson, Pres.
***JACKSON—2536**
JACKSON-BUTTS CTY. C. OF C., INC., Richard W. Watkins, Jr., Treas., Box 105.
BUTTS CTY. DEV. CO., P. H. Weaver, P. O. Box 94.
JEFFERSON—1735 — JEFFERSON C. OF C., Edmond J. Garrison, Secy., P. O. Box 54.
JEFFERSONVILLE—1006 — TWIGGS CTY. DEV. CORP., J. T. Early, Pres., % C. of C.
JESUP—7270
JESUP DEV. CORP., J. H. Harris, Pres., Harris Gin Co.
JESUP-WAYNE CTY. C. OF C., David M. Kippenbrock, P. O. Box 90. L-SB
JONESBORO—2986
CLAYTON CTY. C. OF C., Norman LaMotte, Mgr., P. O. Box 66. L-SB
JUNCTION CITY — JUNCTION CITY IND. DEV. CLUB, % C. of C.
KINGSLAND—1521 — KINGSLAND C. OF C., H. H. Davis, Secy.-Treas.
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LAGRANGE—23,536
LAGRANGE C. OF C., Robert L. Brawner, Mgr., 15 N. Court Sq. L-S (x)
LAGRANGE IND., INC., J. K. Boatwright, Jr., Mallory Bldg.
LAKELAND—2224
LANIER CTY. DEV. CORP., % C. of C.
LIONS CLUB IND. DEV. COMM., % C. of C.
LAVONIA—2075
LAVONIA DEV. CORP., O. D. Cannon, Jr.
LAWRENCEVILLE—3724
GWINNETT CTY. IND. CORP., INC., Marvin A. Allison.
LAWRENCEVILLE C. OF C.
LINCOLNTON—1434
LINCOLNTON-L I N C O L N CTY. DEV. CORP., C. A. Perryman, Pres. L-SBF (x)
LOGANVILLE — LOGANVILLE IND. DEV. CORP., C. A. Kelley, Jr., Pres.
LOUISVILLE—2406 — LOUISVILLE C. OF C., Israel I. Daitch, Secy., Box 24. L-SBF (x)
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LYONS—3211
LYONS DEV. CORP., E. E. Trapnell.
LYONS-TOOMBS CTY. C. OF C., Hoyle R. Yandle, Ex. Secy., P. O. Box 49.
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FICKLING & WALKER, INC., B. Sanders Walker, Pres., 240-2nd St.
MACON AREA DEV. COMM., R. Douglas Feagin, Ex. Dir., Muncipal Aud., Box 288. L-SB (x)
MACON C. OF C., R. Douglas Feagin, Gen. Mgr., Municipal Audi., Box 288. L-SB (x)
MURPHEY, TAYLOR & ELLIS, INC., Mr. Thad E. Murphey, Sir, 488 Cherry St. L-SB (x)
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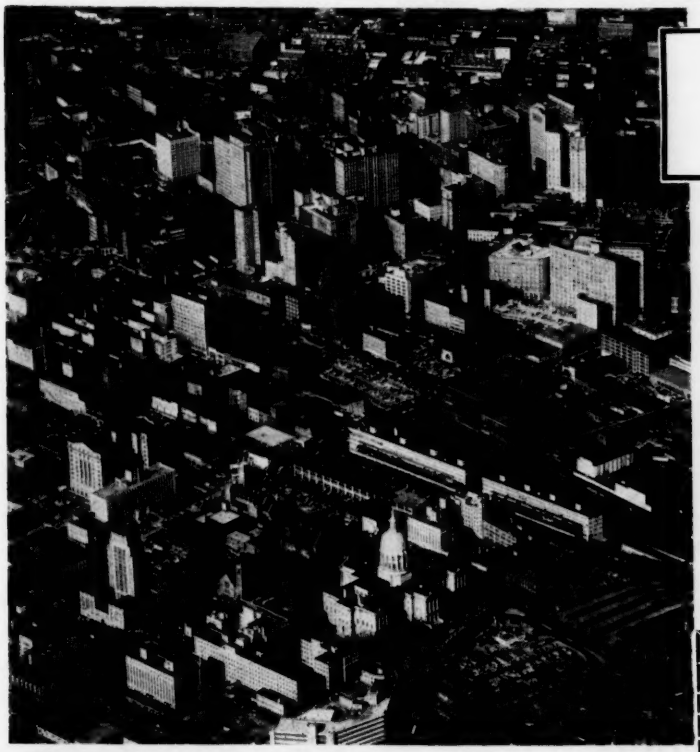
MADISON-MORGAN CTY. C. OF C., A. S. Bradford, Secy., Box 209.
MADISON-MORGAN CTY. IND. DEV. BOARD, INC., Bearden Chambers.
MANCHESTER—4102
MANCHESTER IND. BD., Mercer Buffington, Chm.
MANCHESTER IND. DEV. CORP., R. S. McDonell, Pres., 105 Broad St. L-SB (x)
MARIETTA—25,287
COBB CTY. C. OF C., C. L. Manner, Ex. V. P., Box 1126. L-SBF (x)
MARIETTA IND. ASSN., INC., C. of C.
McDONOUGH—2207 — McDONOUGH C. OF C., Bill Pitts, Secy.-Treas.
McRAE
McRAE C. OF C., John P. O'Keeffe, Ex. Secy.
TELFAIR IND. DEV. CORP., Valda Wooten, Pres.
MENLO
MENLO DEV. ASSN., % C. of C.
METTER—2347 — CANDLER CTY. DEV. CORP., D. J. Parrish.
MILLEDGEVILLE—11,061
MILLEDGEVILLE-BALDWIN CTY. C. OF C., W. K. Holt, Mgr., 105 E. Hancock. L-SB
MILLEDGEVILLE IND. DEV. CORP., W. K. Holt, C. of C. L-SB
MILLEN—2992
JENKINS CTY. DEV. CORP., % C. of C.
MILLEN DEV. CORP., % C. of C.
MONROE—6794
MONROE-WALTON CTY. C. OF C., Mrs. J. B. Fonda, Mgr., 127½ N. Broad St. L-SB (x)
MONROE IND. DEV. CORP., Garland Radford, Secy., 127½ N. Broad St. L-F (x)
***MONTEZUMA—3726** — MONTEZUMA C. OF C., Mrs. Nanita G. Schofield, Mgr., 101 N. Dooly St. L-SBF (x)
MONTEZUMA DEV. CORP., John T. McKenzie, % General Gas Co.
Montezuma Ind. Dist. C. OF C., P. O. Box 308.



Home Base in The South for American Business

Fortune Magazine annually lists the 500 largest U. S. industrial corporations. Here's how these "blue chip" parent companies and/or subsidiaries are represented in Atlanta:

100 actually make or assemble a product in Atlanta

240 maintain warehouses here

495 have sales or service offices, most of them regional.

Complete dominance of the Southern market has long been Atlanta's trademark. Atlanta is ready *NOW* with every facility needed by a new or expanding company, no matter how large or small!

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1301 Commerce Building, Atlanta 3, Georgia

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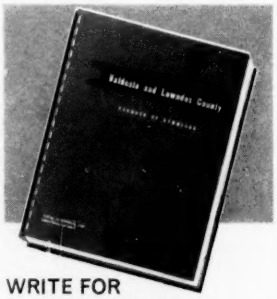
But low-cost construction and attractive financing are only two of the reasons why important national concerns have located plants here. Other reasons are:

- Plentiful, cooperative, easily-trained labor
- Strategic location for distribution to Florida and the entire southeastern market
- Excellent highway and rail transportation
- Ample water and low-cost utilities
- Healthful, moderate climate



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Valdosta, Georgia

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MOULTRIE IND. COMM., W. Joseph Baird, Pres., Moultrie Banking Co.
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MT. ZION
MT. ZION IND. COMM., % C. OF C.
NAHUNTA — OKEFENOKEE RURAL ELEC. MEMBERSHP. CORP., Pete J. Gibson, Mgr. L-SB (x)
NEWNAN—12,119
NEWNAN-COWETA C. OF C., Mrs. Elizabeth M. North, Mgr., Municipal Bldg., Box 150. L-SB (x)
NEWNAN IND., INC., J. L. Glover, Box 404.
NORCROSS—1601 — UPPER CHATTAHOOCHEE DEV. ASSN., L. D. Ewing, Exec. Secy.
OCILLA—3164
IRWIN CTY. IND. DEV. CORP., A. T. Fuller, Chm,. S. Irwin Ave. L-SBF (x)
OGLETHORPE—1178 — OGLETHORPE C. OF C., INC., Mary W. Brinson, Pres. L-SB
PATTERSON — PATTERSON IND. DEV. CORP., Mayor's Ofc.
PEMBROKE—1462
BRYAN CTY. DEV. CORP., Ray Kushner.
PERRY—6058 — PERRY IND. DEV. CORP., Stanley E. Smith, Jr., Box 385.
QUITMAN—5041
IND. FOR BROOKS CTY., INC., John Stipe, Mgr., Box 110.
BROOKS CTY. C. OF C., J. R. Austin, Secy.-Mgr., Box 191.
RHINE
RHINE IND. COUNCIL, % C. of C.
***RICHLAND—1466**
RICHLAND IND. CORP., Hammer Cook.
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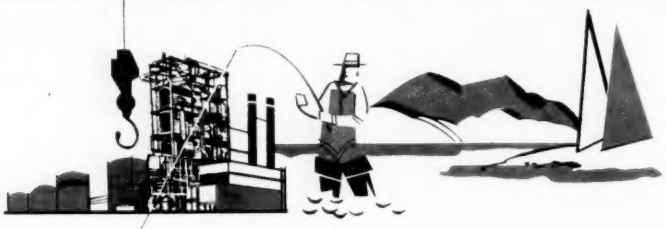

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McCORMICK WILLOUGHBY CO., Carl F. Kingsbury, 30 W. Monroe (2).
McGRAW TERMINAL, INC., D. W. Neville, Pres., 111 N. Wabash Ave. (2). L-SBF
McMAHON-KILROY & CO., RLTR., Mr. James P. McMahon, 135 S. LaSalle St. (3).
McNAMARA MOTOR EXPRESS, INC., Frank C. Devlin, Exec. V. P., 2432 South Canal St.
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NATIONAL TRUCK LEASING, Miss Martha Dunlop, Adv. Mgr., 25 E. Jackson.
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WESTERN TRANSPORTATION CO., Ben S. Karel, Sales Mgr., 1300 West 35th St.
THE WILLET CO., Edward J. McKernan, Gen. Mgr. & Sls. Mgr., 700 S. Des Plains St.
JOHN WM. WOOD, 1 N. LaSalle St. L-SBF

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COLLINSVILLE C. OF C., R. H. Burroughs, Secy., 115-A. E. Main St.

CREVECOEUR—6653
CREVECOEUR BUSINESS ASSN.

CUBA—1348 — CUBA BUSINESS MEN'S ASSN., Carl Hukill, Secy.

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DOWNERS GROVE C. OF C., Mrs. Berenice Rusche. Ex. Secy., 5106 Main.
WIGHT & CO.

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DuQUOIN IND. DEV., Reuben S. Eisen, Secy., Rm. 1, State Bk. Bldg.

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E. MOLINE & SILVIS ASSN. OF COMM., Spencer Johnson, Mgr., 1509½-7th St. L-SB

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E. ST. LOUIS C. OF C., Harold J. Kammerer, Mgr., 431 Missouri Ave.

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EFFINGHAM C. OF C., Dr. R. R. Lystila, Ex. Secy., 201 S. BANKER. L-SBF (x)

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EDWARDSVILLE C. OF C., A. H. Pauli, Ex. Secy., 100 St. Louis St. L-SB (x)

ELGIN—49,378
ELGIN ASSN. OF COMM., Albert H. Brant, Ex. Secy., 310 E. Chicago St.
ELGIN IND. DEV. CO., Robert L. Holt.

ELK GROVE VILLAGE—6609
CENTEX IND. PD., Centex Constr. Co., Inc., 400 W. Madison Ave., Chicago, Ill.

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ELMHURST C. OF C., Howard E. Wendt, Ex. Secy., 109 S. York St.
H. E. PEACOCK, RLTR., 424 Arlington.

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FAIRFIELD—6307 — FAIRFIELD C. OF C., B. Floyd Smith, Mgr., Box 89. L-SBF

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GALESBURG C. OF C., Roy Harding, Mgr., 54 S. Kellog

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GENEVA C. OF C., Mrs. Nancy B. Sessums, Man. Secy., 312 W. State St.
GENEVA IND. PARK, Robt. T. Rock, Sales Mgr., 820 E. State St.

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TOM MARTIN ASSOC., 816 Main St., N.

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GLENVIEW C. OF C., Mrs. Dorothy E. Bates, Ex. Secy., 1717 Glenview Road.

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HARVEY ASSN. OF COMM., Eugene G. Silveri, Ex. Dir., 148 E. 15th St.

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HERRIN C. OF C., Ray Hubbs, Ex. Secy., 301 N. 14th St.
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HOOPESTON C. OF C., Byron E. Hedgecock, Secy., 307½ E. Main St.

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JACKSONVILLE C. OF C., Thomas D. Rusinek, Secy. Mgr., 207 Gibson Bldg. L-SB

JERSEYVILLE—7478 — JERSEYVILLE C. OF C., Emmett L. Murphy, Ex. Secy., Box 268, 120 W. Pearl St. L-SB (x)

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JOLIET ASSN. OF COMM., James R. Keck, Ex. V. P., 35 W. Van Buren St. L-SB
OLIVER RLTY. CO., John B. Anderson, Rialto Bldg.

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COOLEY & SON, RLTR., 201 Volkmann Bldg.
KANKAKEE AREA C. OF C., H. P. McGrath, Sec. V. P., 213 E. Court St. L-SB

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KEWANEE IND. DEV. COMSN., G. Lundberg, Jr., Pres., 101½ N. Tremont St. L-SBF (x)
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LAKE FOREST C. OF C., Mrs. Jeanne K. Mortensen, Secy., Box 242.

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MACOMB—12,098

MACOMB C. OF C., Robert Ackley, Mgr., Union National Bank Bldg. L-SB (x)

MARENGO—3558 — ARNOLD ENGR. CO., Robt. M. Arnold, Pres., Box G.

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CENTRAL ILL. PUBLIC SERVICE CO., W. A. Luecke, Div. Mgr.

MARION C. OF C., D. D. Wright, Ex. Secy., Bank of Marion Bldg. L-SBF (x)

MARSEILLES—4329 — UNITED PROGRESSIVE CITIZENS CORP., Steve J. Tarochione, Pres., 142 Lincoln St.

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MATTOON ASSN. OF COMM., Geo. M. Pendell, Ex. Secy., Box 502. L-SBF

MAYWOOD—27,417

MAYWOOD C. OF C., Mrs. Ethel M. Lundgren, Ex. Secy., 512 S. 5th Ave.

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METROPOLIS—7237

METROPOLIS C. OF C., Orville R. Morgan, Ex. Secy., Hinners Bldg.

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***MOLINE—42,363** — BLACKHAWK IND. DEV. CO., John A. Smithers, Ex. V. P., 1610 - 5th Ave. L-SBF (x)

MOLINE C. OF C., Geo F. Reeder, Ex. Dir., 1630-5th Ave.

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MONMOUTH C. OF C., Francis L. Reed, Ex. Secy., City Hall. L-SBF (x)

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MORRIS C. OF C., Albert J. Swansbro, Secy., 104 W. Washington St.

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MT. CARMEL C. OF C., Mrs. Lois Hedin, Off. Secy., 407 Market St.

MT. CARMEL PUBLIC UTILITY CO., Geo. W. Fischer, Secy.

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MT. PROSPECT C. OF C., T. R. Ackerman, Secy., 603 W. Henry. L-SB (x)

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MT. VERNON—15,640

JAMISON REAL ESTATE, Earl D. Jamison, 112 Main St.

MT. VERNON C. OF C., J. G. Winfrey, Ex. Secy., 1100 Main St.

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ILL. ELEC. & GAS CO., Fred D. Ellis, Pres.

MURPHYSBORO C. OF C., Mr. Marion R. Nash, Ex. Secy., 1303 Walnut St.

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NAPERVILLE C. OF C., Mark H. Fry, Secy., 212 S. Washington St. L-SB (x)

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N. CHICAGO C. OF C., Morris Kaplan, Secy., 1728 N. Sheridan Rd.

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OKAWVILLE IND. COMSN.

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OLNEY C. OF C., Don Ginder, Ex. Secy., 120 S. Fair St. L-SBF (x)

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OQUAWKA DEV. ASSOC., S. H. Richmond, Secy,. P. O. Box 187.

ORION—1271 — SHERRARD POWER SYSTEM, J. E. Roberts, Pres. & Mgr.

OTTAWA—19,344 — OTTAWA C. OF C., Lee C. Carroll, Secy., 417 W. Madison St.

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PANA C. OF C., Bert Deere, Secy., 107 E. 2nd St.

PANA IND. DEV. CORP., B. F. Schermerhorn, Pres., P. O. Box 273. L-SBF (x)

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PARIS C. OF C., Mrs .Mary Burnside, Off. Secy., 220 N. Main.

PAXSON LINK IND. DEV., % Horace Link & Co.

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PARK FOREST BUS. & PROF. MEN'S ASSN., Robt. A. Navid, Secy., 24 Plaza.

PARK RIDGE— 32,619 — PARK RIDGE C. OF C., E. A. Lundberg, Ex. Secy., 120 S. Main St.

PAXTON—4375 — ALLIED GAS CO., C. B. Coulter, V. P. & Mgr.

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PEKIN ASSN. OF COMM., Robt. J. Lindley, Man. Secy., 29 S. Capitol.

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MPLS. & ST. LOUIS RWY. CO., C. K. Ferguson, AGFA, 509 Commercial Natl. Bk. Bldg. (2).

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ROCHELLE C. OF C., W. R. Hampson, Ex. Secy., 505-4th Ave. L-SB
ROCK FALLS—10,211
ROCK FALLS C. OF C., Mrs. Fern Y. Morrison, Ex. Secy., Box 369. L-SBF (x)
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ROODHOUSE IND. DEV. ASSN., Frank A. Hopkins, Secy., 149 W. Palm.
ROSICLARE—1681
ROSICLARE COM. DEV. ASSN., J. Blecheisen, Chm. of Ind. Comm.
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ST. ELMO—1502
MONARCH GAS CO., W. F. Hebeler, Pres.
SALEM—6118
SALEM C. OF C., Mrs. Edwinna McLaughlin, Secy., Rm. 308, Hancock Bldg.
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SHELBYVILLE IND. DEV. CORP., Keith Stokes, Pres., 242 Main St. L-SB (x)
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SKOKIE C. OF C., K. S. Schmidt, Mgr., 5115 Brown St.
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SPRINGFIELD ASSN. OF COMM. & IND., Walter E. Wagner, Ex. Mgr., 325 E. Adams St. L-SB (x)
SPRING VALLEY—5290 — SPRING VALLEY C. OF C., Mr. Robert Blomgren, Pres.
STERLING—15,646
STERLING-ROCK FALLS C. OF C., Paul H. Philips, Secy., Lawrence Bldg.
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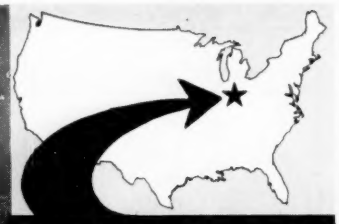

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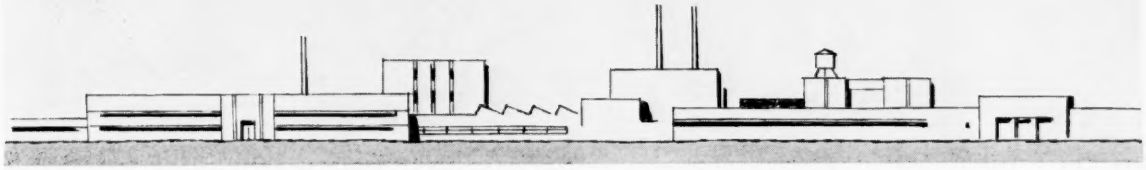

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CLARION—3227 — CLARION COM. DEV. COMM., Ray Hagie, Pres.
CLEAR LAKE—6109
CLEAR LAKE C. OF C., J. R. Melnyk, Mgr., 213 B. Main Ave. L-SB (x)
***CLINTON—33,447**
CLINTON C. OF C., M. R. Lackore, Ex. Dir.
CLINTON DEV. CO., R. J. Stapleton, Man. Dir., Shull Bldg., 237-5th Ave. S. L-SBF
L. M. Howes, 214 Howes Bldg. L-SB (x)
INTERSTATE POWER CO., J. C. Wolfe, Dist. Mgr.
MANUFACTURING MEADOWS, Clinton Dev. Co., Shull Bldg., 237 6th Ave., South. L-SBF
COLFAX—2310
IOWA POWER & LIGHT CO., F. R. Spaulding, Dist. Mgr. L-SB
COUNCIL BLUFFS—54,208
COUNCIL BLUFFS, C. OF C., Ind. Dept., G. Gordon Evans, Mgr., 30 Pearl St. L-SBF
IOWA POWER & LIGHT CO., V. T. Beats, Dist. Mgr. L-SB (x)
CRESTON—7645
CRESTON C. OF C., Maurice E. Nickel, Mgr., Box 471. L-SB (x)
CRESTON, INC., Joe Knock, Pres., Iowa State Bk. L-SBF (x)
IOWA SOU. UTILITIES CO., C. E. Fiers, Dist. Mgr., 209 W. Montgomery.
DALLAS CENTER—1087
DALLAS CTR. COM. CLUB, INC., John C.

McDonald, Chm., % Ind. Comm.
DAVENPORT—88,738
DAVENPORT C. OF C., Lloyd F. Lewis, Mgr.
DAVENPORT IND. DEV. CO., % C. OF C.
IOWA-ILLINOIS GAS & ELEC. CO., Lewis H. Day, Dir. Area Dev., P. O. Box 150. L-SB (x)
MEL FOSTER CO., INC., Mel Foster, Pres. 316 Brady St. S-SBF (x)
RUHL & RUHL, Chas. A. Ruhl, Partner, 200 First Natl. Bldg. L-SB (x)
DECORAH—6409
DECORAH C. OF C., Odin G. Nelson, Ex. Secy., P. O. Box 3.
DECORAH DEV. CO., Dale Ahern, Lock Box 17.
INTERSTATE POWER CO., G. J. Lyshoj, Dist. Mgr., Lock Box 38. SB (x)
DENISON—4917 — CRAWFORD CTY. IND. DEV. CORP., John Irelan, Ex. Secy. L-SB (x)
***DES MOINES—207,823**
BRADY MOTORFRATE, INC., Ernie SCHAEFER, V. P., Sales, 6th Ave. at University.
BRUCE MOTOR FREIGHT, INC., E. W. Harlan, 2011 Easton Blvd.
CHAMBERLAIN, KIRK & CLINE, Mr. Joseph N. Chamberlain, Sir, 507 Ninth St.
H. L. CALKINS CO., Mr. H. L. Calkins, Sir, 1212 S & L Bldg. (9).
CHICAGO GRT. WESTERN RWY., H. C. Shirer, 1800 S. W. 9th.
CHICAGO, ROCK ISLAND & PACIFIC R.R., Frank E. Quick, AGFA, 5th and Vine.
DES MOINES IND. BUR., Sidney R. Bradley, Ex. Dir., 510 Equitable Bldg. L-SBF
DONAHOE INVESTMENT CO., Mr. E. J. Donahoe, Sir, 401 Fleming Bldg. L-SBF (x)
GRTR. DES MOINES C. OF C., John D. Adams, Gen. Secy., 510 Equitable Bldg. R-SBF (x)
IOWA-DES MOINES NATL. BANK, Mar-Cellus M. McMichael, V. Pres.
IOWA DEVELOPMENT COMSN., Ed. N. Storey, Dir., 200 Jewett Bldg. S-SBF (x)
IOWA POWER & LIGHT CO., C. E. Worlan, Mgr. Area Dev. Div., 823 Walnut. S-SB (x)
NEAL & CO., RLTRS., Paul Neal, Pres., 825 Locust R-SBF (x)
ROCK ISLAND MOTOR TRANSIT CO., W. B. Robison, Traffic Mgr., 919 Walnut St.
DE WITT—3220
DE WITT IND. BD., Vern Carlson.
***DUBUQUE—56,358**
CHICAGO DUBUQUE MOTOR TRANSP. CO., J. A. Burgmeier, P. O. Box 388.
DUBUQUE C. OF C., M. S. Englebrecht, Mgr.
INTERSTATE POWER CO., L. L. Peterson, Mgr. Area Dev., 1000 Main St. L-SBF (x)
PORT OF DUBUQUE
DYERSVILLE—1853
DYERSVILLE IND. COMM., R. H. Willenborg, Chm., 516 E. Main. L-SB
EAGLE GROVE—4388 — EAGLE GROVE C. OF C., Neil Hartliep, Mgr.
ELDORA—3206
ELDORA C. OF C., W. D. Schnirring.
IOWA ELEC. LIGHT & POWER CO., Virgil J. Schmidt, Div. Comm. Mgr.
ELDRIDGE — ELDRIDGE DEV. COMSN., Dr. Donald Fuller, Chm.
***EMMETSBURG—3845**
EMMETSBURG C. OF C., A. R. McDonald, Ex. Secy.
EMMETSBURG IND. CORP., Joseph L. Hanson. L-SB (x)
ESTHERVILLE—7878
ESTHERVILLE C. OF C., Robt G. Beckley, Mgr., 101¼ N. 6th St. L-SB (x)
FAIRFIELD—7899
FAIRFIELD C. OF C., John Schuepe, Mgr.
FAIRFIELD DEV. DIV., Fairfield C. of C. Dev. Corp., C. of C. Bldg., 2nd & Burlington.
FONTANELLE — FONTANELLE PROF. PROCUREMENT & IND. DEV. ASSN., R. E. Wellenhaupt, Secy. L-SB
FOREST CITY—2920
FOREST CITY DEV., INC., Benjamin F. Carter, Jr., Secy., 106 N. Clark St. L-SBF (x)
A. KENNETH HANSON, RLTY. & INS. Best St.
FT. DODGE—28,317
FT. DODGE C. OF C., W. J. Terrill.
***FT. MADISON—15,214**
FT. MADISON BUS. & IND. COMM., R. Humphrey, Ind. Dir., 835½ Ave G. L-SBF
GARNER—2013
GARNER C. OF C. IND. COMM., Wm. Baggs, Chm., 395 State St. L-SBF (x)
GLENWOOD—4786
GLENWOOD DEV. CORP., John Dean. L-S
IOWA POWER & LIGHT CO., John R. Wilson, Dist. Mgr. L-SB (x)
LEWIS G. RODMAN, RLTR.
GRAND JUNCTION — GRAND JUNCTION DEV. ASSOC., J. E. Brady, Chm.
GREENE—1412 — GREENE COMMERCIAL CLUB, Dale E. Wildman, Secy. L-SB
GREENFIELD—2223 — GREENFIELD COMM. DEV. ASSOC., Mr. Donnellan.
GRINNELL—7328
GRINNELL C. OF C. IND. COMM., H. F. Hines, Secy., 822-5th Ave. L-SB (x)
IOWA SOU. UTILITIES CO., E. T. Gray, Dist. Mgr., Box 190, 907 Broad St. L-SB
GRISWOLD—1212 — GRISWOLD C. OF C., Chas. Vanderbur, Pres.
GRUNDY CENTER—1045 — GRUNDY CENTER IND. CORP., L. C. Pike, Treas.
HAMPTON—4474 — HAMPTON C. OF C., Mrs. J. Robinson, P. O. Box 351. L-SB
HARLAN—4225 — HARLAN C. OF C., Harold Swesey, Mgr., City Hall.
HAWARDEN—2535 — HAWARDEN C. OF C., Chas. Sedgwick, Jr., 706 Central Ave.
HOLSTEIN—1410 — HOLSTEIN COM. DEV. CORP., H. P. Knuth, Secy.
HUMBOLDT—4027 — HUMBOLDT CTY. DEV. CORP., Paul Silbaugh, Pres.
***INDEPENDENCE—5460** — INDEPENDENCE C. OF C., Mrs. Bethany N. Hamilton.
INDIANOLA—6951
INDIANOLA DEV. CORP., Alden R. Godwin, Pres., 202 W. Ashland St. L-SBF (x)
IOWA CITY—33,275
ELDON MILLER, INC., Eldon Miller, P.O. Box 232.
IOWA FALLS C. OF C., Keith B. Kafer, Mgr.
IOWA FALLS—5524
IOWA FALLS C. OF C., Robert Barlow, P.O. Box 919.
IOWA FALLS IND. DEV. CORP., R. W. Barlow, Pres., % Fred Diesling, P. O. Box 802.
JEFFERSON—4556
JEFFERSON C. OF C., Leo Gordon, Mgr., 109 E. Lincolnway. L-SBF (x)
JEFFERSON DEV. CORP., Wm. Hutchinson, 109 E. Lincolnway.
KEOKUK—16,281
KEOKUK C. OF C., James S. Kettering, Mgr., 401 Main St. L-SB (x)
UNION ELEC. POWER CO., H. A. Stephenson.
***KNOXVILLE—7823**
IOWA POWER & LIGHT CO., Howard O. Werts, Dist. Mgr. L-SB (x)
KNOXVILLE C. OF C., Ed. E. Frank, Ex. Secy., 320 E. Robinson St. L-SBF
LAKE PARK
LAKE PARK C. OF C., Don F. Carlson.
LAURENS—1776
LAURENS C. OF C., L. J. Hawley, Ind. Chm., 321 S. Third St. L-SBF (x)
LeGRAND — LeGRAND COM. ENT., INC., John W. Rhodes, Pres. L-SBF (x)
***LeMARS—6768**
LEMARS C. OF C., E. W. Rogers.
LEMARS DEV. COMM., D. F. Ketelsen.

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LENOX DEV. CORP., W. J. Kopp, Secy.
LEON—1991 — LEON C. OF C., Alvin L. Varner, Chm., 222 N. Main. L-SBF (x)
LU VERNE — FARMERS STATE BANK, E. J. Lindebah, Cashier.
MALVERN—1191
MALVERN COMMERCIAL CLUB, Ind. Dev. Comm., C. L. Hertz, Chm.
***MANCHESTER—4374**
FARMERS & MERCHANTS SAVINGS BANK, R. E. Tool, Pres., Main & Franklin. L-SF (x)
MANCHESTER C. OF C., D. C. McCormac, Secy., 4 Meggenburg Bldg. L-SBF (x)
MANCHESTER ENTERPRISES, Dr. Tyrrell, 210 N. Franklin.
MANCHESTER IND. DIST., Manchester Enterprises, 210 Franklin.
MANSON—1769
MANSON IND. DEV. COMM., Dave O'Leary, Pres.
MAPLETON—1683
FIRST STATE BANK, Orval Spahn, V. P., 402 Main St.
MAPLETON IND. DEV. COMM., Orval Spahn, Chm. L-S
MAQUOKETA—5939
MAQUOKETA C. OF C., W. D. McCausland.
MARION—10,800
MARION C. OF C., Phil Morris.
MONTGOMERY & CO., RLTRS., H. E. Montgomery, 740-7th Ave. L-SB
MARSHALLTOWN—21,700
MARSHALLTOWN C. OF C., John C. Bailey, Gen. Mgr., Box 484. L-SBF
MASON CITY—30,261
CHICAGO GRT. WESTERN R.R., J. H. McWaters, Div. Frt. Agt.
FIRST NATL. BANK OF MASON CITY, R. J. Zimmer, Pres., 5 N. Federal. L-SBF (x)
INTERSTATE POWER CO., L. G. Hawkins, Dist. Mgr., 22-2nd, N. W.
MASON CITY C. OF C., IND. DEPT., Ralph Shelton, Mgr., 823 Brick & Tile Bldg. L-SBF
ROMEY CO., Russ B. Gray, Rltr.
MEDIAPOLIS—1032
MEDIAPOLIS IND. COMM. OR BUS. MEN'S CLUB, Evan Wilson.
MISSOURI VALLEY—3551
IOWA POWER & LIGHT CO., Jack Chick, Dist. Mgr. L-SB (x)
MONONA—1346 — MONONA DEV. CORP., Leon Birdsell, Pres.
MONTICELLO—3193
MONTICELLO DEV. CORP., Earl H. DeShaw, M. D., 221 E. 1st. L-SBF (x)
MT. AYR—1729
IOWA SOU. UTILITIES CO., Darrell E. Reed, Dist. Mgr. L-SB (x)
MT. AYR IND. COMM., Raymond Barker, Chm.
MT. PLEASANT—7325 — MT. PLEASANT IND. DEV. BD., Robt. Dennis, Ex. Secy.
***MUSCATINE—20,747** — MUSCATINE DEV. CORP., Harold W. Ogilvie, Ex. Dir., 109 W. Mississippi Dr. L-SB
N. ENGLISH—1001 — N. ENGLISH COMM. DEV. CORP., V. Jansen, Secy. L-SBF (x)
NEW HAMPTON—2557 — NEW HAMPTON IND. CORP., J. E. Fueling.
NEW LONDON—1031 — NEW LONDON C. OF C., Dr. Paul McPheron, Secy.
NEWTON—15,442 — NEWTON C. OF C., Neal P. Hammer, Ex. Secy., Natl. Bk. Bldg.
OELWEIN—8243
INTERSTATE POWER CO., Fred C. Lynes, Dist. Mgr., 24 S. Fred Ave.
OELWEIN C. OF C., J. R. Dunlap, Ex. Secy., 9-1st St., S. E. L-SBF (x)
OSAGE—3733 — OSAGE IND. DEV. COMM., C. Wentworth, Chm. L-SB (x)
OSCEOLA—3331 — OSCEOLA IND. COMM., C. D. Friday, Chm., % C. of C.
OSKALOOSA—11,025 — IOWA POWER & LIGHT CO., Pearl Wilbur, Dist. Mgr. L-SB (x)
OSKALOOSA C. OF C., Clifford Dodson, Ex. Secy., 124 N. Mkt. L-SBF
OSKALOOSA IND. PARK, Oskaloosa Ind. Park Corp., 124 N. Market.
***OTTUMWA—33,751**
FIDELITY SAVINGS BANK, M. O. Stevens, Pres., 131 E. Main St. L-F (x)
OTTUMWA C. OF C., H. S. Byrum, Mgr., 106 N. Court, Box 557. L-SBF
PANORA—1014 — CHI. MILW., ST. PAUL & PACIFIC RWY., G. J. Foxhoven.
PERRY—5275
PERRY INDUSTRIES, INC., Chas. I. Joy, Pres., 1107½-2nd St. L-SBF (x)
POCAHONTAS—2003
POCAHONTAS C. OF C., Wm. Markovits.
RED OAK—6417
IOWA POWER & LIGHT CO., F. E. O'Malley, Dist. Mgr. L-SB
RED OAK C. OF C., James A. Hueser. L-SBF (x)
ROCK RAPIDS—2774 — ROCK RAPIDS C. OF C., J. J. Porter, 114 S. Marshall. L-SB (x)
ROCKWELL CITY—2295 — ROCKWELL CITY COM. DEV. COMM., Robt. Morton, Chm.
SAC CITY—3327
SAC CITY C. OF C., E. L. Swanson, Secy.
SCHLESWIG — SCHLESWIG BUS. MEN'S CLUB, Leonard P. Hollander, Secy.
SHELDON—3923
SHELDON C. OF C., Mrs. Melba McClean, Ex. Secy., 416-9th St. L-SB (x)
SHENANDOAH—6570
IOWA POWER & LIGHT CO., L. S. Baker, Manager.
SHENANDOAH C. OF C., James M. Ward, Mgr., Box 38. L-SBF (x)
SIDNEY—1056 — SIDNEY COM. DEV. CORP., James Pullman, Jr., Pres.
SIGOURNEY—2384
SIGOURNEY DEV., INC., Mr. Green, Prof. Bldg., P. O. Box 147. L-SBF (x)
***SIOUX CITY—2255**
IOWA PUBLIC SERVICE CO., Scott Phelps, Special Rep., 502-6th St.
SIOUX CITY IND. DEV. COUNCIL, INC., G. R. Wimmer, Mgr., Sheraton-Warrior Bldg. L-SBF
SPENCER—8795 — SPENCER C. OF C., Glen Scott, Ex. Secy., 10 E. 4th St. L-SBF
SPIRIT LAKE—2656
SPIRIT LAKE IND., INC., Neal Cain, Secy., 1803 Hill Ave. L-SBF (x)
STANWOOD — STANWOOD DEV. ASSOC., INC., Evelyn N. Rigby, Secy.
STORM LAKE—7685
STORM LAKE C. OF C., Lee Wallin, Ex. Secy., 600½ Lake Ave. L-SBF (x)
STORY—1761 — STORY CITY TRADE EXTNSN., Otis Frette, Chm.
STRAWBERRY POINT—1300
STRAWBERRY POINT C. OF C., Wm. S. Kubicek, Chm.
SUMNER—2168 — SUMNER DEV. CORP., Allen Kroblin, Chm. L-SBF (x)
TRIPOLI—1190 — TRIPOLI COM. DEV. COMM., Elmer Wilharm, Chm.
VILLISCA—1672
VILLISCA C. OF C., Harold Bickford, Chm.
WALL LAKE
WALL LAKE C. OF C., John W. Schroeder.
WAPELLO—1708
WAPELLO IND. DEV. COMM., W. C. Weaver.
WAPELLO LIGHT CO., H. Eugene Woodwin, Mgr.
WASHINGTON—6029
WASHINGTON IND. CORP., Ralph E. Martin, 107 E. Washington St. L-SBF
WATERLOO—71,054
GUERNSEY BROS., INC., Mr. Max E. Guernsey, Sir, 402 West Fourth St.
WATERLOO C. OF C., L.A. "Pat" Touchae, Ex. V. P., 229 W. 5th St. L-SBF
WATERLOO IND. DEV. ASSN., Harry M. Reed, Secy., 537 Black Bldg. L-SBF (x)
WAVERLY—6336
WAVERLY C. OF C., John C. Bailey, Mgr.,

86 Bremer Ave. L-SBF (x)
WAVERLY IND. DEV. CORP., John C. Bailey, Ex. Secy., 86 E. Bremer Ave. L-SBF (x)
WEBSTER CITY—8445
WEBSTER CITY C. OF C., John D. Sebold, Ex. Secy., 501½-2nd St. L-SBF (x)
WEBSTER CITY IND. GO-AHEAD, INC., John Sebold, 501½-2nd St.
WEST DES MOINES — W. DES MOINES C. OF C., Mrs. Bonnie McFadden.
WEST UNION—2547
INTERSTATE POWER CO., (Central District), Doyle Jurney, Dist. Mgr. R-SB (x)
WEST UNION C. OF C., John L. Moorman, Secy., 122 S. Vine St. L-SB (x)
WHAT CHEER
WHAT CHEER LIONS CLUB, Richard Fritz, Comm. Dev. Chm. L-SB (x)

KANSAS

***ABILENE—6702** — ABILENE C. OF C., Don C. Steffes, Secy., Sunflower Hotel. L-SBF
ABILENE IND. CORP., INC., Clyde N. Quick, Secy., % C. of C.
***ANTHONY—2723**
ANTHONY IND. DEV. CORP., Lyle Harris, Pres., 317 W. Main St. L-SBF (x)
***ARKANSAS CITY—14,249**
ARKANSAS CITY C. OF C., H. P. Gibson, Mgr. L-SBF (x)
ARK. CITY IND., INC., Edwin Shields, Pres., % S. W. Bell Telephone Co. L-SBF (x)
***ATCHISON—12,492**
ATCHISON C. OF C., Robert L. Williamson, Mgr., 125½ N. 5th. L-SB (x)
ATCHISON IND. DEV. ASSN., % C. of C., Keith E. Meade, Secy.-Treas., 125½ N. 5th. L-SBF (x)
INDUSTRY, INC., J. W. Lowry, 125½ N. 5th L-SBF (x)
***AUGUSTA—6379** — AUGUSTA C. OF C., Mrs. Charles Wiseman, Sec.-Mgr.
***BAXTER SPRINGS—4457**
BAXTER SPRINGS C. OF C., A. G. Gill.
BAXTER SPRINGS IND. DEV., INC., A. G. Gill, % C. of C.
***BELLEVILLE—2925** — BELLEVILLE IND. DEV., INC., Percy H. Collins, Jr., % c. of C.
***BELOIT—3805** — BELOIT IND. DEV. CORP., Gene Niewald, % C. of C.
CANEY—2639
CANEY IND., M. E. Sawyer, C. of C.
CANEY PLANNING & DEV. ASSN., M. D. Sawyer, Secy.
***CHANUTE—10,791** — CHANUTE C. OF C., J. R. Melnyk, Mgr., P. O. Drawer 351. L-SBF
***CHERRYVALE—2778** — CHERRYVALE DEV. CO., INC., 305 E. 4th St.
CHETOPA—1511 — CHETOPA C. OF C., INC., Miss Matilda E. Osborn, % C. of C.
***CLAY CENTER—4599** — CLAY CENTER IND. DEV. CORP., Ed Bauer, Chm. L-SBF (x)
***COFFEYVILLE—17,247**
COFFEYVILLE C. OF C., James O. Taylor, Ind. Div., Box 510
COFFEYVILLE IND., INC., C. W. Hunt, % C. of C.
***COLBY—4203**
COLBY DEV., INC., W. G. Sarner, Pres., 482½ N. Franklin Ave. L-SBF (x)
***COLUMBUS—3412**
COLUMBUS C. OF C., George R. Field, Secy.-Mgr.
COLUMBUS IND. ASSN., Fayette Rowe, Secy.
***CONCORDIA—6977**
CONCORDIA C. OF C., Heber McDowell.
CONCORDIA DEV. CO., INC., J. Melvin Decker, Jr., % C. of C.
***COUNCIL GROVE—2640** — GRTR. MORRIS CTY. DEV. CORP., David H. Heilman, C. of C.
***DODGE CITY—13,552**
DODGE CITY IND. DEV. CORP., Ike Bassett, Res. Agt., Box 940. L-SBF (x)
KERKHOFF RLTY. CO., T. T. Kerkhoff, 1607 2nd Ave.
WESTERN KAN. PETROCHEMICAL COUNCIL, George Weeks, Secy., Box 490.
DOWNS—1206 — DOWNS ENTERPRISES, Lee Garey, % C. of C.
***EL DORADO—12,396**
EL DORADO C. OF C., Harlan L. Remsberg, Mgr., Box 509. L-SBF (x)
EL DORADO DEV. CO., Harlan L. Remsberg, % C. of C.
***ELLINWOOD—2720**
ELLINWOOD C. OF C., Miss Jo Wolf. L-SB
***ELLSWORTH—2346**
ELLSWORTH C. OF C., Mrs. Verna Leuty.
***EMPORIA—18,276**
EMPORIA C. OF C., H. E. Hamlin, Mgr., Box 308.
EMPORIA ENTERPRISES, INC., Earl N. Hemstreet, Box 308. L-SBF
***EUREKA—4135** — EUREKA IND. DEV., INC., H. V. Rockhill, % C. of C., L-SBF (x)
***FT. SCOTT—9346**
CRAIN RLTY. CO., Robert T. Crain, Vice Pres., 13 E. Wall St. L-SBF (x)
FORT SCOTT C. OF C., Earl Yore, Pres., 15 N. Main St. L-SBF (x)
FT. SCOTT INV. CO., INC., R. T. Crain, % C. of C.
***GARDEN CITY—11,742**
AIRLINKS IND. PARK, Garden City, Ind. Dev., Inc., 116 E. Chestnut.
GARDEN CITY C. OF C., Robt. R. Long, Mgr., 202 N. Main. L-SBF (x)
GARDEN CITY DEV., INC., Robert B. Shelton, % C. of C.
GARDEN CITY WESTERN RWY.
WESTERN KANSAS MFRS., INC., Dale Fry, Pres.
GARNETT—3132 — GARNETT IND. DEV. CORP., Gwinn G. Shell, Atty. L-SBF
***GIRARD** — GIRARD C. OF C., Mrs. Gladys E. Bollwinkel.
***GOODLAND—2350** — GOODLAND C. OF C., J. C. Sandwhite, Secy.-Mgr., 923¼ Main.
***GREAT BEND—16,687**
CENTRAL KANSAS DEV. CREDIT CORP., Kent Collier, Secy.-Treas., Box 44. R-F (x)
GREAT BEND C. OF C., K. Collier, Mgr., 2017 Lakin Ave. L-SBF
GREAT BEND DEV. CO., INC., E. E. Lewis, % C. of C.
GREENSBURG—1980
GREENSBURG C. OF C., Paul Lucas.
HALSTEAD—1590 — HALSTEAD IND. FOUND., V. E. Chesky, Jr., % C. of C.
HANOVER — HANOVER IND. DEV. CORP., Charles T. Schwartz, Sec'y. l-SBF (x)
HAYS—11,889
CENTRAL KANSAS POWER CO., 111 E. 11th St.
HAYS C. OF C., Dale L. Dunn, Mgr., 1200 Main.
HAYS IND., INC., Dale L. Dunn, Secy., 1200 Main St. L-SBF (x)
WESTERN KANSAS DEV. ASSN., L. D. Wooster, Ex. Secy., P. O. Box 581.
***HERINGTON—4418** — HERINGTON C. OF C., Miss Imogene Ferguson.
***HIAWATHA—3368** — HIAWATHA IND. DEV., INC., H. L. Schram, Secy.
HILL CITY—2388
HILL CITY C. OF C., Mrs. Dorothy Eckel.
***HOISINGTON—4234** — HOISINGTON DEV., INC., Selden I. Peugh, Secy., Box 389. L-SB (x)
***HOLTON—2994**
HOLTON DEV .CO., INC., % C. of C.
***HORTON—2321**
HORTON C. OF C., Harlan R. Belden.
***HUTCHINSON—37,320**
HUTCHINSON C. OF C., R. M. Faubian, Mgr.
HUTCHINSON IND. DEV. CORP., Ray M. Faubian, % C. of C.
***INDEPENDENCE—11,135**
INDEPENDENCE C. OF C., Wayne M. Taylor, Mgr., P. O. Box 307. L-SBF (x)
INDEPENDENCE IND., INC., Wayne M. Taylor, Mgr., P. O. Box 307. L-SBF
***IOLA—6904**
IOLA C. OF C., Mrs. Bayard Twadell. L-SBF
IOLA IND., INC., Howard M. Immel, Secy.
***JUNCTION CITY—18,660**
JUNCTION CITY C. OF C., G. C. Walpole, Mgr., 112 W. 6th, P. O. Box 437. L-SBF
JUNCTION CITY IND. DEV., CO., INC., John Strain, Pres., 703½ N. Washington St. L-SBF (x).
***KANSAS CITY—121,499**
ARGENTINE-TURNER IND. DIST., Santa Fe Ry. Co., 614 Fairfax Bldg.
ARMOURDALE IND. PARK, Urban Renewal Agency, 619 Ann Ave. L-S
P. K. CUBBISON, RLTR., 378 New Brotherhood Bldg.
FAIRFAX IND. DIS., Union Pacific R.R., 200 Waldheim Bldg., Kansas City, Mo.
GATEWAY URBAN RENEWAL AREA, Urban Renewal Agcy., 619 Ann Ave.
KANSAS CITY C. OF C., E. Green, Jr., Ex. Mgr., Town House Hotel. L-SB
KANSAS CITY KAN. VALLEY R. R., INC., 1709 Minnesota Ave.
MUNCIE INDUS. DIST., Union Pacific Rwy., 200 Waldheim Bldg., Kansas City, Mo.
SANTA FE IND. DIST., Santa Fe Land Improvement Co., Santa Fe Bldg., Amarillo, Texas.
***KINGMAN—3584** — KINGMAN IND. DEV. CORP., INC., J. B. Donley, Pres., 437 N. Cedar.
***LARNED—4987**
LARNED IND. DEV. CORP., % C. of C.
***LAWRENCE—33,036**
LAWRENCE IND. DEV. CORP., E. R. Zook, Secy., Wren Bldg. L-SBF (x)
***LEAVENWORTH—21,925**
LEAVENWORTH C. OF C., Logan W. Davis, Mgr.
LEAVENWORTH IND. DEV. CO., INC., J. V. Oliver, % C. of C.
***LIBERAL—13,946**
LIBERAL C. OF C., M. L. Goddard, Mgr., 505 N. Kansas, Box 943. L-SBF
SOUTHWEST KANSAS DEV. CO., INC., 203 Light Bldg.
LYONS—4557
CENTRAL KAN. IND. DEV. ASSN., George Purdy, Chm.
LYONS C. OF C., John M. Neely, Mgr., Hotel Ly-Kan. L-SB (x)
***McPHERSON—10,918** — McPHERSON C. OF C., Earl N. Hemstreet, Secy.-Mgr., 118 North Ash St. L-SBF (x)
***MANHATTAN—22,797**
MANHATTAN C. OF C., Lud C. Fiser, Ex. Mgr., 414 Poyntz, Box 649. L-S (x)
MANFAX, INC., Luo C. Fisher, % C. of C.
***MARYSVILLE—4122**
MARYSVILLE C. OF C., John Bernard.
MARYSVILLE IND. DEV. CORP., Robert F. Galloway, %C. of C.
MINNEAPOLIS—2016
MINNEAPOLIS MUNICIPAL LIGHT, WATER & POWER DEPT., 101 W. Second St.
MISSION—4631
MISSION C. OF C., Mrs. Marge Parker.
MOUNDRIDGE—1200 — MOUNDRIDGE IND. DEV., INC., John Adrian, Pres., % C. of C.
***NEODESHA—3578**
NEODESHA IND., INC., Clarence C. Cooper, %C. of C.
***NEWTON—3578**
NEWTON C. OF C., Leslie A. Matthews, Secy., Mgr., 114 W. 5th St. L-SB
NEWTON IND. FOUND., INC., Leslie A. Matthews, Secy., 114 W. 5th St. L-SBF
***NORTON—3334**
NORTON C. OF C., Mrs. M. D. Catlett.
***OLATHE—10,499**
OLATHE C. OF C., Chad A. Wymer.

ONAGA — ONAGA DEV. ASSN., Chas. Grutzmacher, % C. of C.
***OSAGE CITY—2195**
OSAGE IND., INC., % C. of C.
***OSAWATOMIE—4619**
OSAWATOMIE C. OF C., Wayne G. Fixley, Sec., 506-6th St. L-SB (x)
OSAWATOMIE IND. DEV. CORP., C.of C.
***OTTAWA—10,654**
OTTAWA C. OF C., Miss Peg Carr, Mgr.
OTTAWA IND. DEV., INC., Walter E. Hegberg, % C. of C.
***PAOLA—4781**
E. CENTRAL KAN. DEV. ASSN., Ward B. Runyan, Chm.
PAOLA IND., INC., L. Perry Bishop, % C. of C.
***PARSONS—13,820**
MID-AMERICA, INC., W. H. Caldwell, Ex. Dir., Parsonian Hotel. R-SBF (x)
PARSONS C. OF C., Leslie Alsworth, Mgr., Box 737. L-SBF
PARSONS COM. HOTEL, INC., % C.of C.
***PITTSBURG—18,580**
PITTSBURG C. OF C., Victor J. Waite, Mgr., 401 N. Locust.
PITTSBURG IND. DEV. CORP., Victor J. Waite, % C. of C.
PITTSBURG IND. COMSN., Besse Hotel Bldg.
***PRATT—8118**
PRATT C. OF C., B. Adams, Mgr.
***RUSSELL—6057**
RUSSELL C. OF C., Everett L. Dumler, Mgr.
RUSSELL IND., INC., Everett Dumler, % C. of C.
SALINA—42,182
SALINA, INC., J. M. Cranor, Secy., 112 W. Ash St.
***SCOTT CITY—3521**
SCOTT CITY C. OF C., Mrs. Ruth Beckley.
TONGANOXIE—1194 — TONGANOXIE DEV. CO., INC., H. M. Younger, Pres. L-SB (x)
***TOPEKA—118,561**
ATCHISON, TOPEKA & SANTA FE RWY., M. N. Nelson, Ind. Agt., Santa Fe Bldg. R-SB (x)
KANSAS IND. DEV. COMSN., John H. Sticher, Dir., State Office Bldg. S-SB (x)
KANSAS POWER & LIGHT CO., 800 Kansas Ave.
KANSAS STATE C. OF C., E. R. (Bus) Zook, Chm. Ind. Council, P. O. Box 118.
LEONARD BROTHERS TRANSPORT CO., 124 Van Buren.
TOPEKA C. OF C., Wayne Dawson, Exec. Pres., 715 Harrison.
TOPEKA IND. FOUND., INC., % C. of C.
***WAMEGO—2359**
WAMEGO IND. DEV. CORP., Alfred Wille, Pres., 1407 W. 7th. L-SBF (x)
***WELLINGTON—8788**
WELLINGTON C. OF C., Ralph E. Mullin.
WELLINGTON IND. DEV. CORP., J. Ray Hill, % C. of C.
***WICHITA—254,059**
FREIGHT WAYS, INC., J. Dean Rickman, Exec. V. P., 1309 North Mosley.
FRISCO IND. DIST., S.L.-S.F. Ry. Co., 215 Frisco Bldg., St. Louis, Mo. L-SB
KANSAS GAS AND ELECTRIC CO., George E. Billings, Dir. Ind. Dev. Serv., 201 N. Market, Box 208. (1). L-SB
MIDLAND IND. PROPERTIES, INC., Ind. Addition to Wichita, % C.of C.
ROBERT M. MOORE & SON, RLTRS., 1959 S. Oliver. (18). L-SB
ALTON H. SMITH CO., INC., 1402 Laura.
S. CENTRAL KAN. ECON. DEV. COUNCIL Robert D. Love, Chmn., % The Love Box Co.
J. P. WEIGAND & SONS, Mr. Nestor R. Weigand, Sir, 110 North Main. (2).
WICHITA C. OF C., John E. McCauley, Jr., Mgr. Ind. Dept., 300 Miller Bldg. R-SBF
***WINFIELD—11,090**
WINFIELD C. OF C., J. R. Hill, Mgr. L-SBF (x)
WINFIELD DEV. CORP., INC., J. Ray Hill, % C. of C.

KENTUCKY

ADAIRVILLE — ADAIRVILLE C. OF C., Chas. C. Baird, Ind. Dev. Chm.
ALBANY—1851
ALBANY C. OF C., Pryse Haddix, Secy.
ANCHORAGE—1166
BREITENSTEIN IND. AREA, John Breitenstein, Evergreen Rd.
ASHLAND—31,150
ASHLAND BD. OF TRADE, John W. Woods, Jr., Ind. Dev. Chm.
ASHLAND IND. CORP., H. R. McWhorter, Sec'y., Third Natl. Bank Bldg. L-SBF (x)
REX R. CAUDILL RLTY. CO., 202 Dawkins Bldg.
KY. POWER CO., F. M. Baker, V.P.& Gen. Mgr., 15th & Carter Ave. S-SBF (x)
AUGUSTA—1459
AUGUSTA C. OF C., Chester Bryant, Secy.
AUBURN — AUBURN C. OF C., Kenneth H. Robbins, Pres. L-SBF (x)
BARBOURVILLE—3199 — BARBOURVILLE C. OF C., W. W. Elam, Jr., Pres.
BARDSTOWN—4796
BARDSTOWN C. OF C., Jack Kelly, Ex. Secy.
BARDSTOWN IND., J. S. Kelley, Ex. Secy., Court Sq. L-SBF (x)
BARDWELL—1063
CARLIXLE CNTY. C. OF C.
BEATTYVILLE—1050 — BEATTYVILLE C. OF C., J. M. Smith, M. D., Pres. L-SB (x)
BEAVER DAM—1624 — BEAVER DAM BD. OF TRADE, Font Crow, Ind. Dev. Chm.
BELLEVUE—9321 — BELLEVUE BUS. ASSN., F. A. Englebrink, Exec. Secy.
BEREA—4012 — BEREA C. OF C., Paul Hadley, Sec. S-SB (x)
BOWLING GREEN—26,909 — B. G. WARREN CTY. C. OF C., Jack Smith, Ind. Dev. Chm.
BURKESVILLE—1686
CUMBERLAND CTY. DEV. ASSN., J. Schiekel, M. D., Ind. Dev. Chm.
BURNSIDE — BURNSIDE C. OF C., T. B. Grissom, Sr., Ind. Dev. Chm.
CADIZ—1958 — TRIGG CTY. PLAN. & DEV. ASSN., Luther Thomas, Ind. Dev. Chm.
CALVERT CITY—1499 — CALVERT CITY IND. DIST., Luther Draffen.
CAMPBELLSVILLE—6931
CAMPBELLSVILLE C. OF C., H. T. Parrott, Ind. Dev. Chm.
TAYLOR CTY. AREA DEV. ASSN., % C. of C.
CARLISLE—1582 — CARLISLE-NICHOLAS CTY. C. OF C., Charles Cox, Ind. Dev. Chm.
CATLETTSBURG—3837 — CATLETTSBURG C. OF C., Winn A. Field, Ind. Dev. Chm.
CAVE CITY—1416 — CAVE CITY C. OF C., Geo. T. Tucker, Ind. Dev. Chm.
CENTRAL CITY—3670
CENTRAL CITY C. OF C., Shelby G. Stewart, Ind. Dev. Chm., N. First St. L-SB (x)
MUHLENBERG CTY. IND. DEV. FOUND., Dave Cohen, Pres.
CLINTON—1646 — CLINTON C. OF C., Robert L. Veatch, Ind. Dev. Chm.
COLUMBIA—2239
COLUMBIA-ADAIR CTY. DEV. ASSN., Herb Taylor, Chm.
COLUMBIA C. OF C., Frank Lancaster, Ind. Dev. Chm.
CORBIN—7077 — CORBIN C. OF C., Roy Houster, Ind. Dev. Chm.
COVINGTON—58,934
COVINGTON-KENTON CTY. C. OF C., J. G. Wilde, Ind. Dev. Chm., P. O. Box 64.
UNION LIGHT, HEAT & POWER CO., Robt. B. McClure, Mgr. Ind. Dev., 7th & Scott Sts. L-SB (x)
CYNTHIANA—5593 — CYNTHIANA-HARRISON CTY. C. OF C., J. W. Cole, Exec. Secy.
DANVILLE—8855 — DANVILLE C. OF C., John Bill Bailey, Ind. Dev. Chm.
ELIZABETHTOWN—9595
ELIZABETHTOWN C. OF C., Clifford Diecks, Ind. Dev. Chm., P. O. Box 72.
ELIZABETHTOWN IND. FOUND., P. O. Box 310.
ELKTON—1442 — ELKTON C. OF C., Ben E. Boone, III, Pres. L-S (x)
EMINENCE—1932
EMINENCE C. OF C., W. B. Ford, Secy.
EMINENCE IMP. CORP., W. F. Black, Pres. L-SBF (x)
FLEMINGSBURG—2017 — FLEMING CTY. DEV. ASSN., Irue Stephens, Ind. Dev. Chm.
FRANKFORT—18,226
FRANKFORT & CINCINNATI RWY. CO., George L. Fowler, Pres.
KY. DEPT. OF ECON. DEV., E. Bruce Kennedy, Comm'r., New Capitol Annex.
FRANKLIN—5276
FRANKLIN IND. DEV. ASSN., E. L. Gillespie, Ind. Dev. Chm.
FRANKLIN-SIMPSON C. OF C., J. R. Freeland, Secy., Box 66. L-SBF (x)
FULTON—3259 — FULTON C. OF C., Randall Burcham, Ind. Dev. Chm., 401 Walnut St., Box 267. L-SBF (x)
GLASGOW—10,009
GLASGOW C. OF C., J. Sneed Yager, Sec. Mgr., P. O. Box 635. L-SBF (x)
GLASGOW DEV. CORP., Richard W. Newton, Dir. Ind. Rel. P. O. Box 635. L-SBF (x)
GRAYSON—1649 — GRAYSON C. OF C., Jack W. Strother, Secy.
GREENSBURG—2323
GREENSBURG C. OF C., G. B. Taylor, Ind. Dev. Chm.
GREENSBURG IND. FOUND., Calley F. Cowherd, Secy.
GREENVILLE—3165 — GREENVILLE C. OF C., J. E. Wood, Ind. Dev. Chm.
HARLAN—4117— HARLAN CTY. C. OF C., Mrs. Mattie L. Craig.
HARRODSBURG—6139
HARRODSBURG IND. FOUND., % Mercer Cty. C.of C.
MERCER CTY. C. OF C., James M. Todd, Ind. Dev. Chm.
HARTFORD—1615 — HARTFORD C. OF C., W. M. Lake, Ind. Dev. Chm.
HAZARD—5883
PERRY CTY. DEV. ASSN., A. R. Barber, Ind. Dev. Chm.
HENDERSON—16,721
HENDERSON C. OF C., John V. Collins, Ex. V. P., Union Fed. Bldg. L-SBF (x)
HICKMAN—1519
HICKMAN C. OF C., E. E. Ezell, Ex. Secy.
HICKMAN DEV. CORP.
FRED STOKES TRANSPORTATION CO.
HODGENVILLE—1971 — HODGENVILLE C. OF C., Carl Howell, Ind. Dev. Chm.
HOPKINSVILLE—19,376
FIRST CITY BK. & TRUST CO., W. D. Talbert, Pres.
JAMES C. GIVENS, Circle Drive.
HOPKINSVILLE-CHRISTIAN CTY., C.of C., Frank R. Dornheim, Ex. Secy., 1202 S. Virginia St. L-SBF (x)
HORSE CAVE—1777 — HORSE CAVE C. OF C., Robert C. Whitaker, Ex. Secy.
IRVINE—2946 — ESTILL CTY. C. OF C., Robert Baker, Secy.
JAMESTOWN
JAMESTOWN IND. FOUND.
JEFFERSONTOWN—3405
JEFFERSONTOWN COMMUNITY CTR., Walter E. Test, Ind. Dev. Chm.
LA CENTER — LA CENTER C. OF C., R. F. Pace, Ind. Dev. Chm.
LANCASTER—3013 — GARRARD CTY. BD. OF COMM., J. W. Marsee, Secy.
LAWRENCEBURG—2510
Don L. Hendry, Ind. Dev. Chm.
ANDERSON CTY. IND. CORP., % Anderson Cty. C.of C.

These "men at work" are one of the most unique and effective groups in the world of industrial development.

Each is a professional industrial-development expert employed by one or another of the great utilities or transportation companies within Kentucky. As members of "The Kentucky Team" of the Kentucky Chamber of Commerce, they have but one function and one goal—*to help YOU select the Kentucky plant-site which will ideally meet your requirements, without regard to their own companies' individual areas or interests.*

THE "KENTUCKY TEAM" DOVETAILS WITH THE KENTUCKY DEPARTMENT OF ECONOMIC DEVELOPMENT

Itself a unique organization, The Kentucky Team's association with the Kentucky Department of Economic Development is, again, an inspiring example of co-operative teamwork *to help you find your perfect location in Kentucky.*

Recently expanded and enlarged, the Kentucky Department of Economic Development is one of the nation's truly great industrial development projects. It operates six separate Divisions:

Industrial Development Division:
Analyzes the requirements of specific industries and recommends Kentucky locations which will best meet their particular needs.

Economic Research Division:
A "one-stop" source for data on any phase of the Kentucky economy.

Maps and Minerals Division:
Offers recent topographic maps, covering every square inch of Kentucky—also provides information on the water, mineral and topographic advantages.

Agricultural Development Division:
Compiles and disseminates full details on Kentucky's special agricultural opportunities.

Community Development Division:
Devotes itself exclusively to helping Kentucky cities and towns to get organized and prepared for industry.

Planning and Zoning Division:
Provides professional assistance to local planning and zoning commissions.

If you are considering a new plant, we urge you to enlist the services of The Kentucky Team and the Kentucky Department of Economic Development. *We believe you will be amazed at the results this combined task force can show you.*

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Director of Industrial Development
Kentucky Chamber of Commerce
Louisville

LEONARD T. KERNEN
Director of Industrial Development
Department of Economic Development

COMMONWEALTH OF
KENTUCKY
WHERE BIG THINGS ARE HAPPENING

LEBANON—4773 — LEBANON C. OF C., Ben Lancaster, Ind. Dev. Chm.
LEITCHFIELD—2949 — LEITCHFIELD C. OF C., B. W. Lyons, Secy.
LEXINGTON—62,316
KENTUCKY UTILITIES CO., D. E. Buchanan, Dir. Ind. Dev., 120 South Limestone St. R-SB
LEXINGTON C. OF C., Ed Wilder, Ex. Secy.
LEXINGTON IND. FOUND. INC., C.of C., Inc., 239 N. Broadway. L-SB (x)
PROCTOR-INGELS IND. DEV., INC., E. B. Kennedy, Pres., 915 S. Limestone St. SB (x)
R. D. SHORT IND. SUB-DIV., R. D. Short, Construction Co., Industry Rd.
BARNEY, TREACY, RLTR., 135 W. Short St.
LIBERTY—1584 — CASEY CTY. C. OF C., Morris C. Montgomery, Pres.
LIVERMORE—1498 — LIVERMORE C. OF C., Irvin Barnes, Ind. dev. Chm.
LONDON—3982 — LONDON-LAUREL CTY. DEV. ASSN., Chas. H. Cook, Pres., Manchester St. L-SBF (x)
LOUISA—2030
GRTR. LOUISA IND. FOUND., David B. Whites, Pres., Dobyns Bldg. L-SBF (x)
***LOUISVILLE—383,329**
ROBERT ADELBERG CO., RLTRS., 436 S. 5th St. (2).
CITIZENS FIDELITY BK. & TRUST CO., A. Joseph Stewart, 5th & Jefferson Sts.
GIRDLER CORP., L. E. Osmer, 224 E. Broadway (1).
GOODMAN & HAMBLETON, INC., Harry W. Goodman, 140 S. 5th. (2).
THE HOBLITZEL COMPANY, RLTRS., Mr. Bruce Hoblitzel, Jr., 416 W. Liberty Street.
HUBER & HUBER MOTOR EXPRESS, INC., George N. Little, Gen. Sales Mgr., 970 South 8th St.
ILLINOIS CENTRAL SYSTEM, Harry Williams, 7th & River Rd.
KENDALL CO., RLTRS., 422 W. Liberty St. (2).
KY. & INDIANA TERMINAL R. R., Louisville Ind. Area, L. L. Babcock, Vice Pres.
KENTUCKY C. OF C., J. C. Zimmerman, Dir. Ind. Dev., 670 S. Third St. (2). S-SBF (x)
KILLION MOTOR EXPRESS, Bernard Killion, Pres., 1417 Magazine.
LOUISVILLE & NASHVILLE R. R. CO., R. E. Bisha, V.P., Ind. Dev. 908 W. Broadway. R-SB (x)
LOUISVILLE C. OF C., K. P. Vinsel, Ex. V. P., 300 W. Liberty St. (2). L-SB
LOUISVILLE GAS & ELECTRIC CO., H. Curtis Craig, 311 W. Chestnut St.
LOUISVILLE IND. FOUND., A. L. Fawcett, Secy.-Treas., 304 Liberty St.
HARRY K. MOORE CO., RLTRS., 363 Starks Blvd., 4th & Walnut Sts.
HAROLD ROSEN, RLTR., 1016 Francis Bldg. (2). N-SBF (x)
SILVER FLEET MOTOR EXPRESS, INC., John A. Schonemann, 216 Pearl St.
SMOCK IND. SUB-DIV., W. M. Smock, 2006 Northwestern Prkwy.
LUDLOW—6127
LUDLOW BUS. MEN'S ASSN.
MADISONVILLE—13,005
MADISONVILLE C. OF C., David Parish, Secy., Municipal Bldg.
MADISONVILLE DEV. CORP., D. W. Anderson.
MANCHESTER—1823 — CLAY CTY. C. OF C., Rev. Pierce O'Connell, Secy.
***MAYFIELD—10,708**
MAYFIELD-GRAVES CTY. C. OF C.
MAYFIELD IND. DEV. BD., Ray Kiesey, Secy., R. R. 2 L-SB (x)
MAYSVILLE—8452
MAYSVILLE-MASON CTY. DEV. CO., Warren Smith, Ind. Dev. Chm.
MIDDLESBOROUGH—12,408
MIDDLESBOROUGH C. OF C., Glen Denham, Ind. Dev. Chm. L-SB (x)
MONTICELLO—2945 — WAYNE CTY. C. OF C., Carl Shearer, Ind. Dev. Chm.
MOREHEAD—4130 — MOREHEAD C. OF C., H. H. Lacy, Ind. Dev. Chm.
MORGANFIELD—3734
MORGANFIELD C. OF C., John J. Denton, Ind. Dev. Chm., 305 Morton St.
MORGANTOWN—1323 — BUTLER CTY. C. OF C., Jimmy Spradlin, Ind. Dev. Chm.
MT. STERLING—5321
MT. STERLING C. OF C., Albert G. Clay, Ind. Dev. Chm.
MONTGOMERY CTY. INV. CO., Caswell P. Lowe, Secy.
MT. VERNON—1168
ROCKCASTLE C. OF C., Roy Brown, Secy.
ROCKCASTLE CTY. DEV. ASSN., Floyd Owens, Secy.
MUNFORDVILLE—1149
MUNFORDVILLE C. OF C., Geo. E. Lang, Ex. Secy. L-SBF (x)
***MURRAY—9144**
MURRAY C. OF C., Verne Kyle, Ind. Dev. Chm.
NEWPORT—28,915
NEWPORT-CAMPBELL CTY. C. OF C., Wm. A. Fennell, Ind. Dev. Chm.
NICHOLASVILLE—4209 — NICHOLASVILLE C. OF C., John Sutherland, Ind. Dev. Chm.
OWENSBORO—42,178
OWENSBORO DAVIESS CTY. C. OF C., Byron R. Wharton, Ex. V. P., Hotel Owensboro. L-SBF
TEXAS GAS TRANSMISSION CORP., Glover Cary, Mgr. of Ind. Dev., P. O. Box 577. R-SB (x)
WESTERN KENTUCKY GAS CO., W. H. Neal, Dir. Ind. Dev. Dept., 608 Frederica St.
OWENTON—1367 — OWENTON C. OF C., H. T. Riley, Ind. Dev. Chm.
OWINGSVILLE—1040
OWINGSVILLE C. OF C., Sherman Goodpaster, Jr., Ind. Dev. Chm.
***PADUCAH—33,021**
PADUCAH C. OF C., Russ Chittenden, Mgr., P. O. Box 810. L-SBF
PAINTSVILLE—3996 — PAINTSVILLE C. OF C., Herman Wheeler, Ind. Dev. Chm.
PARIS—7724 — PARIS-BOURBON CTY. C. OF C., James L. Gorey, Ind. Dev. Chm.
PINEVILLE—3173
PINEVILLE C. OF C., Charles Smith, Pres., Kentucky Ave. L-SB (x)
PRESTONBURG—3094
PRESTONBURG C. OF C., Roy Ramey, Secy.
PRINCETON—5587
PRINCETON-CALDWELL CTY. C. OF C., Richard Ratliff, Ex. Secy.
RICHMOND—11,327
RICHMOND BD. OF TRADE, C. D. Oldham, Ex. Secy., P. O. Box 584. L-SBF (x)
RUSSELL SPRINGS—1124
RUSSELL SPRINGS COM. DEV. ASSN., Arnold C. Wynn, Secy.
RUSSELLVILLE—5849
RUSSELLVILLE-LOGAN CTY. C. OF C., Eugene C. Riley, Pres., N. Main St.
RUSSELLVILLE-LOGAN CTY. CIV. DEV. CORP., Earle V. Davis, Pres. L-SB
SCOTTSVILLE
SCOTTSVILLE-ALLEN CTY. C. OF C., E. H. Read, Ind. Dev. Chm.
SHELBYVILLE—4484 — SHELBY CTY. C. OF C., Harry M. Long, Ind. Dev. Chm., Farmers & Traders Bk. Bldg., L-SBF (x)
SHEPHERDSVILLE—1520
BULLITT CTY. C. OF C., Cecil Cash, Ind. Dev. Chm.
ROBERT ICE, P. O. Box 31.
SHEPHERDSVILLE COM. IMP. ASSN., Mrs. Hester B. Hardaway, Secy.
SOMERSET—7051
SOMERSET C. OF C., James Haney, Ind. Dev. Chm.
SPRINGFIELD—2383 — SPRINGFIELD C. OF C., John I. Dettus, Ind. Dev. Chm.
STANFORD—2298 — STANFORD C. OF C., Edw. A. Ensslin, Ind. Dev. Chm. L-SBF (x)
TAYLORSVILLE — SPENCER CTY. C. OF C., Dr. M. H. Skaggs, Chm.
TOMPKINSVILLE—2073 — TOMPKINSVILLE C. OF C., S. J. Moore, Ind. Dev. Chm.
VERSAILLES—4006
VERSAILLES IMP. ASSN., Porter P. Welch, Secy.-Treas.
WOODFORD CTY. C. OF C., Porter P. Welch, Secy., Main St. L-SB (x)
WHITELY CITY — McCREARY CTY. C. OF C., A. W. Holmes, Ind. Dev. Chm.
WICKLIFFE — WICKLIFFE C. OF C., Noah Geveden, Secy.
WILLIAMSBURG—3462 — WILLIAMSBURG C. OF C., Dr. Dan Bowers, Ind. Dev. Chm.
WINCHESTER—10,149 — WINCHESTER C. OF C., M. T. Smith, Ind. Dev. Chm.
WINGO
WINGO C. OF C., G. B. Henson, Secy.

LOUISIANA

ABBEVILLE—10,325
ABBEVILLE C. OF C., Miss Terry E. Picard, Secy. Mgr., 106 Wash. St., Box 25.
ABBEVILLE IND. DEV. COMM., Ernest R. Stauffer, Chm.
VERMILION DEV BD., Fernand Montagne, Chm.
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ATLANTA IND. COMM., J. P. Smith.
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CAMERON DEV. BD., J .W. Doxey.
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DONALDSONVILLE-ASCENSION C. OF C., R. N. Sims, Secy.-Mgr., 129 Railroad Ave., Box 7. L-SBF (x)
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CONCORDIA DEV. BD., Alton Martin, Chm.
FERRIDAY C. OF C., Robert H. Hodges, Sec.
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GONZALES RLTY. CO., John D. Gonzales, 102 E. Railroad St. L-SB (x)
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CATAHOULA PLAN. BD., E. E. Johnson, Chm.
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JENA C. OF C., A. M. Cobb, Pres., Box 336. L-S (x)
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JACKSON PLAN. BD., % Police Jury.
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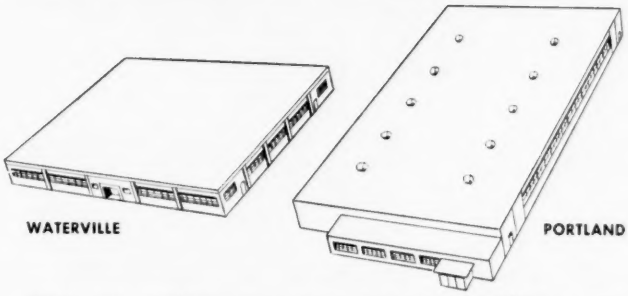

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EASTPORT C. OF C., Norman Pratt.
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FARMINGTON DEV. CO., Richard H. Childs, Chm.
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FT. KENT—4719
FORT KENT C. OF C., J. I. Hoyt, Pres.
FREEPORT—4009
FREEPORT C. OF C., Russell G. Jeanotte.
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FRYEBURG C. OF C., Earl E. Hill.
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GARDINER BD. OF TRADE, Kenneth D. Robinson, Pres., 284 Brunswick Ave. L-SBF (x)
GARDINER BLDG. CORP., John T. Schofield, Pres., Water St.
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HARTLAND CITIZENS, INC.
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HOULTON REG. DEV. CORP., Aubrey A. McLaughlin, Ind. Dir., 109 Main St. L-SBF (x)
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KENNEBUNK—4529
KENNEBUNK C. OF C., John Milligan.
KENNEBUNK IND. CORP., Jacob Ephross.
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LEWISTON C. OF C., William P. Tewhey, Exec. Vice Pres.
LEWISTON DEV. CORP., Maurice Goulet, Pres., Pagoma Lane. L-SBF (x)
LEWISTON IND. DEV. DEPT., Samuel Michaels, Dir., City Hall. L-SB (x)
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LINCOLN CITIZENS, INC., Perry Barker, Chm., 65 Main St.
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LIVERMORE FALLS DEV. CORP., Reginald Sturtevant, Chm.
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LUBEC C. OF C., Andrew Haskins.
MACHIAS—2601
MACHIAS C. OF C., Richard Mawhinney.
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MADAWASKA C. OF C.
MADAWASKA IND. DEV. COMM., Edward P. Cyr.
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MAPLETON BD. OF TRADE.
MARS HILL—2050
MARS HILL BD. OF TRADE.
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MECHANIC FALLS IND. DEV. COMM., Atty., Frank M. Foster, Elm St.
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MILO—2743
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MT. DESERT DEV. CORP., Carlo A. Ninfi.
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NORTH HAVEN DEV. ASSOC., Ira C. Curtis.
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OGUNQUIT PUBLICITY BUR., George Tower.
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OLD TOWN—8605
OLD TOWN C. OF C., Harold V. Grant.
JAMES W. SEWALL CO.
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PATTEN DEV. CORP. Robert Adams.
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DEERING IMPROVEMENT COMM., Daniel C. McDonals, 119 Exchange St.
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MAINE PORT AUTH., Edward Langlois, Gen. Mgr., Maine State Pier, S-SB
MAINE PUBLICITY BUR., Bernard M. Johnstone, Gateway Circle.
MAINE STATE C. OF C., Paul C. Emerson, Exec. Mgr., Casco Bank Bldg. S-SB (x)
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SOUTH PORTLAND IND. PARK, ADC Bldg. Fund, Inc., 142 Free St.
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PRESQUE ISLE C. OF C., James K. Keefe, Ex. Mgr., Box 949. L-SB (x)
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RANGELEY LAKES REG. C. OF C.
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RICHMOND ASSOC., Leonard Bishop.
ROCKLAND—8577
KNOX CTY. IND. DEV. ASSN., R. W. Barlett, Ex. Dir., Box 394. L-SF (x)
PORTLAND IND. PROGRESS FUND., H. Nelson McDougall, 11 Beech St.
KNOX IND., INC., R. W. Hudson, 21 Limerock St.
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RUMFORD C. OF C., Styles Martin.
RUMFORD-MEXICO DEV. CO., Thomas Dixon, 44 Lowell St.
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SANFORD-SPRINGVALE C. OF C., Wm. J. St. Onge, Ex. Mgr., 10 Washington St. L-SB (x)
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SKOWHEGAN C. OF C., John Seeley, Ind. Chm.
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***SOUTH PORTLAND**
GREATER PORTLAND PUB. DEV. COMM., Willis J. Walsh, Plant Mgr., 169 Front St. L-BF (x)
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SWAN'S ISLAND C. OF C., R. M. Stinson.
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UNION C. OF C., Robert Heald.
UNION DEV. COMSN., Ernest Cunningham.

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UNITY AREA COMM., H. T. Vickery.
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MAINE COLLEGE-COMMUNITY RES. PROGRAM, Research Coordinator, 104 Johnson Hall.
WATERVILLE AREA IND. DEV. CORP., Francis J. McCabe, Ind. Agt., College Ave. L-SB
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WEST PARIS—1054
WEST PARIS C. OF C., Stanley Perham.
WILTON—3263
WILTON C. OF C., Calvin Sewall.
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WINTHROP C. OF C. IND. DEV. CO.
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YARMOUTH C. OF C., Lawrence M. Selleck.
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ABERDEEN C. OF C., Box 365.
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MD. DEPT. OF INFORMATION, Mr. Earle R. Poorbaugh, Director, P. O. Box 706.
MD. ECON. DEV. COMM., Harry A. Boswell, Jr., Chmn.
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CHESTERTOWN IND. DEV. CORP., % Chestertown Businessmen's Assn., 111 Court St.
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EMMITTSBURG C. OF C.
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SHARPTOWN C. OF C., 4th & Main St.
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UNION BRIDGE
UNION BRIDGE C. OF C.
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AMHERST C. OF C., W. Earl D. Ward, Exec. Secy., 32 Kendrick Place.
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BARNES TEXTILE ASSOC., N. M. Mitchell, Pres., 110 State St. I-S (x)
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BOSTON GAS CO., Samuel E. Tappan, Mgr. Ind. Div., 100 Arlington St. (16).
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MASS. STATE C. OF C., C. C. Mowry, Exec. Secy., 230 Boylston St.
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NEW ENGLAND GAS ASSN., Clark Belden, Man. Dir., 10 Newbury St.
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BROCKTON IND. DEV. COMSN., George Wainwright, Chm., 106 Main St.
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WESTGATE GARDENS, Raymond & Mucce, 87 Weitgate Dr.

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CANTON C. OF C., Leo W. Strumski, Pres., 12 Crane St.

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CHELMSFORD IND. DEV. COMM., Carl Peterson, 43 Central Square.

CHELSEA—33,481
CHELSEA C. OF C., Edward E. Peterson, Exec. Sec'y., 375 Broadway (50).

CHICOPEE—61,110
CHIOCPEE C. OF C., A. J. Granfield.
CHICOPEE IND. BLDG. CORP., Julian Sagalyn, Pres., 165 Front St. SBF (x)
CHICOPEE MERCHANTS ASSN., Francis M. Pikula.
MASS. IND. PARK, Cabot, Cabot & Forbes, 60 State St., Boston 9, Mass.

CLINTON—12,822 — CLINTON C. OF C., Daniel O'Connell, Secy., Box 262.

CONCORD—12,202
CONCORD C. OF C., George E. Erickson, Ex. Secy., Barrett's Mill Rd. L-S (x)
CONCORD IND. DEV. COMM., Robert G. Brown, 1 Valley Rd.

DANVERS—21,876
DANVERS C. OF C. ,G. L. Merrill, Ex. Secy., 1 Alden St.
DANVERS IND. DEV. COMM., James Fraser, Secy., 1717 Holton St.

DARTMOUTH—14,464 — DARTMOUTH IND. DEV. COMSN., Amedee Boulet, Chm., 348 Slocum Rd., N. Dartmouth.

DEDHAM—23,835
DEDHAM C. OF C., Walter J. Croft, Secy., 581 High St.
DEDHAM IND. DEV. COMM., Lawrence A. Corbett, Secy., Town Hall.
MARLBORO-NORTHBORO IND. PARK, Peter Kanavos, % Boston Nat'l. Crop., 725 Providence Hwy.

DORCHESTER — DORCHESTER BD. OF TRADE, John J. Walsh, 24 Mather St.

EAST BRAINTREE — BRAINTREE C. OF C., A. E. Boynton, 36 Commercial St.

EAST BRIDGEWATER—6127
EAST BRIDGEWATER IND. DEV. COMM., Joseph Rochette, Jr., 401 Washington St.

EASTHAMPTON—12,134
EASTHAMPTON DEV. & IND. COMM., Geo. F. Evans, Chm., 36 Main St. L-S (x)
EASTHAMPTON RETAIL MERCHANTS ASSN., Francis J. Mutter, P. O. Box 247.

EAST LONGMEADOW—10,254
E. LONGMEADOW COMMERCIAL & IND. COMMISSION, Roger Putnam, Jr., Town Hall, 60 Center Sq.

EVERETT—43,345
EVERETT C. OF C., H. B. Coholan, Exec. Secy., 425 A. Broadway (49). L-S (x)
EVERETT IND. DEV. COMM., George Cottle, Chm., 77 Ferry St.

FAIRHAVEN—14,233
FAIRHAVEN ASSN. OF BUSINESS MEN, Harry I. Gifford, Secy., P. O. Box 146.

FALL RIVER—99,427
FALL RIVER C. OF C., Forrest E. Knight, Mgr., 123 N. Main St. L-SB (x)
FALL RIVER IND. COMSN., Wallace A. Walker, Exec. Dir., 142 Second St. L-SB (x)
GREATER FALL RIVER DEV. CORP., James E. Bullock, Pres., 123 N. Main St. L-SBF (x)
MR. MYER MARKELL, SIR, Markell & Sons, 10 Purchase St.
PORT OF FALL RIVER, % Fall River Indust. Comm., Wallace A. Walker, Dir., 142 Second St.

FALMOUTH—11,611
FALMOUTH BOARD OF TRADE, Mrs. Barbara J. Brown, Exec. Secy.
FALMOUTH IND. DEV. COMM., John Hellman, Town Hall.

FITCHBURG—42,910
FITCHBURG C. OF C., W. B. Morey.
FITCHBURG GAS & ELECTRIC LIGHT, A. G. Neal, Vice Pres., 655 Main St.
MAYNARD INDUSTRIES, A. I. Rome, 280 Main St.
A. I. ROME CO., F. Harry Cook, 280 Main St.

FOXBORO—10,103
FOXBORO IND. DEV. COMM., Joseph E. Donovan, Sec., 6 Oak Ave.
FOXBORO INDUSTRIAL PARK, James E. Stanley, % Stanley Real Estate, 46 Central St.

FRAMINGHAM—44,402
COMMONWEALTH IND. PARK RTE. 126, Commonwealth Centers, Inc., John E. Farnum, P. O. Box 528. L-SF
FRAMINGHAM C. OF C., Orville B. Denison, Exec. Secy.
FRAMINGHAM IND. DEV. COMM., Orville B. Denison, 109 Concord St.

FRANKLIN—10,508
FRANKLIN C. OF C., Mr. Robert M. Kearney, Sec., P. O. Box 187, L-SB (x)
FRANKLIN IND. DEV. COMM., Henry Melin, 688 W. Central St.

GARDNER—18,828
GARDNER C. OF C., Frank A. Potter.
GARDNER COMM. TO PROMOTE BUS. & IND., Camille J. LeBlanc, 34 Douglas Street.
GARDNER IND. FOUND., Eugene McSweeney, Jr., Ex. V. P., 32 Pleasant St. L-SBF (x)

GLOUCESTER—25,311
GLOUCESTER C. OF C., L. J. Hart, Mgr.
GLOUCESTER IND. DEV. COMSN., Joseph Grace, Chm., 19 Woodbury St. L-S (x)

GREAT BARRINGTON—6559
BARRINGTON IND. CORP., Robt. K. Wheeler, Pres., % Wheeler & Taylor. SBF (x)
SOU. BERKSHIRE C. OF C., Mrs. W. O. Brusie, Exec. Secy., Main St.
SOUTHERN BERKSHIRE POWER & ELECTRIC CO., 10 Castle St.

***GREENFIELD—17,611**
GREENFIELD AREA C. OF C., INC., Robt. L. Plaisted, Mgr., 290 Main Street. L-SBF
GREENFIELD DEV. & IND. COMM., James Brown, Chm., 267 Main St. L-SB (x)
GREENFIELD IND. AREA DEV. CORP., C. N. Stoddard, Jr., Pres., 393 Main St.

HALIFAX—1574 — HALIFAX IND. DEV. COMM., Frank Devlin, Chm., Plymouth St.

HANOVER—5922
HANOVER IND. DEV. COMMISSION, Arthur Washburn, Chm., Town Hall.

HANSON—4371 — HANSON IND. DEV. COMM., Alvin R. Reid, Chm., 1080 Main St.

***HAVERHILL—46,950**
GREATER HAVERHILL C. OF C., Malcolm F. Fryer, Man. Dir., 97 Main St. L-SB (x)
HAVERHILL GAS CO., H. L. Hall, General Sales Mgr., 63 Merrimack St.
HAVERHILL IND. DEV. TRUST, 97 Main St.
HAVERHILL IND. COUNCIL, Irving L. Franklin, Dir., 191 Merrimack St., Rm.604. L-SB
HAVERHHILL IND. PARK, Haverhill Ind. Dev. Trust, 38 Lancaster St.

HINGHAM—15,348 — HINGHAM C. OF C., Eliot S. Price, 30 Lincoln St.

HOLBROOK—10,032
HOLBROOK IND. DEV. COMM., Horace Peloquin, Chm., Maplewood Avenue.

HOLLISTON—6199
HOLLISTON IND. DEV. COMM., Andrew S. Garbutt, Chm., 283 Winter St.

HOLYOKE—52,191
ALLYN & O'DONNELL, Mr. Edward S. O'Donnell, Sir, Holyoke National Bank Bldg.

HOLYOKE C. OF C., Frank Schneider, Mgr., 226 Maple St. L-SB
HOLYOKE REG. BUS. DEV. CORP., John S. Begley, Pres., 225 High Street.
HOLYOKE WATER POWER CO., Robert E. Barrett, Jr., Pres., 1 Canal St. L-SB
SAMUEL RESNIC, 316 High St.
SPRINGDALE IND. PARK, Holyoke Water Power Co., 1 Canal St. L-SB

HUDSON—9632
HUDSON C. OF C., William O'Donnell. L-SB (x)
HUDSON IND. DEV. COMM., Ernest Weatherbee, Secy., Town Hall.

HYANNIS
CAPE COD C. OF C., N. H. Cook, Ex. Secy., 298 Main St.
HYANNIS BD. OF TRADE, Nathan Finkelstein.

IPSWICH—8529
IPSWICH C. OF C., Charles W. Sayward.
IPSWICH IND. DEV. COMM., Norris Stilphen, Exec. Secy., Town Hall.

KINGSTON—4303
KINGSTON IND. DEV. COMM., Norman E. Thomas, Chm., 27 Prospect St. L-SB
SOUTHEASTERN MASS. ECON. CONF. Norman E. Thomas, Chm., 27 Prospect St.

LAKEVILLE—3218 — LAKEVILLE IND. DEV. COMM., Alice Lentini, Middleboro.

***LAWRENCE—70,545**
GREATER LAWRENCE C. OF C., Paul J. Greeley, Ex. Mgr., 301 Essex St. L-SB (x)
LAWRENCE IND. DEV. COMM., J. N. O'Malley, Exec. Dir., Rm. 532, Bay State Bldg. L-SBF
LAWRENCE IND. PARK, City of Lawrence Room 532, Bay State Bldg.

LEE—5223 — LEE C. OF C., M. L. Barnard, Secy., 42 Park St.

LEOMINSTER—27,658 — LEOMINSTER C. OF C., Murrell S. Smith, 42 Main St.

LEXINGTON—27,836
LEXINGTON C. OF C., Lee E. Tarbox.

LITTLETON—4943
LITTLETON IND. DEV. COMM., Philip Russell, Chm., Foster St.

LONGMEADOW—10,547 — PIONEER VALLEY REAL ESTATE, Harol M. Catlin.

***LOWELL—92,108**
LOWELL C. OF C., Andrew A. McCarthy, Mgr., 45 Merrimack St.
NEW IND. PLANTS FOUND. OF LOWELL, INC., Lowell Dev. & Ind. Comm., William J. Farrell, Exec. Dir., 170 Merrimack St. L-SBF (x)
MR. EDWARD J. SAUNDERS, SIR, Fairburn Bldg.

LYNN—94,191
LYNN C. OF C., Bernard L. Roach, Man. Dir., 112 Exchange St.
LYNN IND. DEV. COMM., Fred. E. Bowler, City Hall.

MALDEN—57,527
MALDEN C. OF C., J. W. Coughlan, Exec. Secy., 6 Pleasant St. (48).
SUBURBAN ELECTRIC CO., Newell A. Clark, Pres., 157 Pleasant St.

MANSFIELD—7738
MANSFIELD IND. DEV. COMM., Fred Mills, Chm., 1 Union St.

MARLBOROUGH—18,753
MARLBOROUGH C. OF C., J. A. Bigelow.
MARLBOROUGH IND. DEV. COMM., Edward Bigelow, Ind. Comm'r., City Hall.

MARTHA'S VINEYARD
MARTHA'S VINEYARD C. OF C., Benjamin F. Morton, Vineyard Haven.

MEDFIELD
MEDFIELD IND. COMM., Harry E. Conway.
OAK HILL INDUSTRIAL DEV., Julius Tofias & Co., Inc.

MEDFORD—64,854
MEDFORD C. OF C., Grace Barry, Secy., 59 High Street.
MEDFORD IND. DEV. COMM., John F. Reagan, Chm., 59 High Street.

MELROSE—29,820 — MELROSE C. OF C., R. C. Young, 511 Main St.

METHUEN—27,820 — METHUEN BOARD OF TRADE, INC., Edward T. Habeeb, Ex. Secy., 188 Broadway. L-SB (x)

MILFORD—15,677
MILFORD C. OF C., Mrs. Lena Gianomelli, 4 Park Ter.
MILFORD IND. DEV. COMM., Chas. H. Miller, Chm., Park Terrace.

MILLIS—4366
MILLIS IND. DEV. COMM., Morris Mushnick, Town Hall.
MILLIS TRANSPORTATION CO., INC., Union St.

MILTON—26,203
MILTON C. OF C., M. Geller.

NANTUCKET—3505
NANTUCKET ISLAND C. OF C., John H. Golden, S. Water St.

NATICK—28,365
CEREL-PERINI ASSOC., INC., Martin Cerel, Pres., Boston-Worcester Turnpike. N-SBF (x)
NATICK IND. COUNCIL, H. L. Butters, Chm., Town Hall.

NEEDHAM—25,670
NEEDHAM C. OF C., Edna S. Dickinson, Ex. Secy., 16 A. Eaton Sq.
NEW ENG. IND. CENTER, Cabot, Cabot & Forbes Co., 60 State St., Boston 9, Mass.

NEW BEDFORD—101,809
GREATER NEW BEDFORD IND. FOUND., Robert MacLeod, Chm., Rm. 42, Merchants Bk. Bldg. R1-SBF (x)
HEMINGWAY BROS. INTERSTATE TRUCKING COMPANY, Richard C. Horton, V. P., Sales, 438 Dartmouth St.
NEW BEDFORD BD. OF COMM., A. R. Thackeray, Ex. Secy., 628 Pleasant St.
NEW BEDFORD GAS & EDISON LIGHT Co., R. M. Miller, Ex. V. P., 693 Purchase St.
N. B. IND. DEV. COMSN., R. M. Hallet, Jr., Dir., First Natl. Bk. Bldg. L3-SBF(x)
NEW BEDFORD IND. PARK, North Bedford Realty Corp., Union St.
OLD COLONY TRANSPORTATION CO., INC., George Vigeant, Jr., Exec. V.P., P.O. Box 5.

NEWBURYPORT—13,957
NEWBURYPORT C. OF C., Miss D. P. White.
NEWBURY DEV. COMM., Napoleon Vigeant, Chm., % M & V Electroplating Co.

NEWTON—91,5484
NEWTON IND. CENTER, Cabot, Cabot & Forbes Co., 60 State St. Boston 8, Mass. (9). L-S

NEWTON CENTRE
MILFORD INC. PARK, INC., B. Newman, Treas., 135 Arnold Rd. (59). R-SF (x)

***NORTH ADAMS—19,818**
NORTH ADAMS C. OF C., Charles Kramer, Mgr., 54 Main St. L-SBF (x)
NORTH ADAMS IND. COMM., Roger Jewett, Cons., City Hall. L-F
NORTHERN BERKSHIRE DEV. CORP., Roger Jewett, Ex. Dir., P. O. Box 468. R-SBF
NORTHERN BERKSHIRE ELECTRIC CO., 21 Bank St.

NORTHAMPTON—30,007
MR. ALEXANDER W. BORWASKI, SIR, 88 King St.
GRTR. NORTHAMPTON C. OF C., Mark Layne, Ex. Secy., 45 Gothic St. L-SB
NORTHAMPTON IND. REALTY DEV. CORP., Mark Layne, Clerk, 45 Gothic St. L-SBF

NORTH ATTLEBORO—14,704
NORTH ATTLEBORO BUSINESSMEN'S ASSN., J. L. Underhill.
NORTH ATTLEBORO IND. DEV. COMM., Herman G. Razee, Chm., Mount Hope St.
N. ATTLEBORO MERCHANTS ASSN., Walter J. Ross, V. P.

NORTHBORO—6477
NORTHBORO DEV. COMM., Robert Harpell, Chm., 39 Meadow Road.

N. DIGHTON
DIGHTON IND. PARK, Edgar Fain, Mt. Hope Finishing Co.
DIGHTON IND., INC., Edgar Fain, Pres.

N. EASTON — EASTON IND. DEV. COMM., Geo. DeWitt, Chm., 4 Park St.

NORTON—6806 — NORTON IND. DEV. COMM., Lester Johnson, Clerk, E. Main St.

NORWOOD—24,930
MASS.-NEW INDUSTRIES COMM., W. J. Dempsey, Gen. Chm., Town Hall. L-SB (x)
NORWOOD IND. DEV. COMM., John McAuliffe.

OAK BLUFFS—1407
MARTHA'S VINEYARD INFORMATION BUR., Board of Selectmen.

ORANGE—6091
ORANGE C. OF C., Delbert A. Witty, Secy.

PALMER—10,514
PALMER C. OF C., L. E. Cordiali.

PEABODY—32,001
PEABODY C. OF C., T. E. Cyrs.
PEABODY IND. CENTER, Cabot, Cabot & Forbes Co., 60 State St., Boston 9, Mass.
PEABODY IND. DEV. COMM., Thomas E. Cyrs, Exec. Secy., City Hall, 38 Lowell St.

PITTSFIELD—57,223
BERKSHIRE CTY. IND. DEV. COMSN., Philip C. Ahern, Ex. Dir., County Court House. L-SBF
BERKSHIRE GAS CO., P. O. Box 1143.
ISGOOD REALTY, Isodore Goodman, Box 139.
PITTSFIELD IND. DEV. CO., John F. Downing, Ex. V. P., 50 South St. L-SBF (x)

PLAINVILLE
PLAINVILLE IND. DEV. COMM., J. J. Drummey, Secy., Town Hall.

PLYMOUTH—14,423
PLYMOUTH C. OF C., J. H. Golden, Ex. Secy., 35 A. Main St. L-SB (x)

PLYMPTON
PLYMPTON IND. DEV. COMM., Charles Brackett, Chm., Maylfower Rd.

PROVINCETOWN—3361
PROVINCETOWN BUS. & IND. DEV. COMM., James V. Coyne, Town Mgr.
PROVINCETOWN C. OF C., John C. Snow.

QUINCY—86,860
QUINCY L. GROSSMAN SONS, INC., Jos. B. Grossman, Treas., 130 Granite St. (69).
GROSSMAN IND. PROPERTIES, INC., Mr. Louis Shapel, 130 Granite St.
QUINCY C. OF C., W. A. O'Connell, Ex. V. P., 36 Miller Style Rd. (69). L-SB (x)

RANDOLPH—18,851
RANDOLPH C. OF C., M. Lewis.
RANDOLPH IND. DEV. COMM., Leo O'Neil, Chm., Town Hall, Ballard St.

READING—19,257
READING BOARD OF TRADE, Leon Bent, Secy.
READING C. OF C., Edward P. Parker, Ex. Secy., 159 Ash St.

REHOBOTH—40,946
REHOBOTH IND. DEV. COMM., Clyde F. Moody, Chm., Tremont St., RFD 1.

REVERE—39,864 — REVERE C. OF C. Ronald Corbett, Secy., 349 Broadway.

ROCKLAND—13,080
ROCKLAND C. OF C., Carlton Damon, Clerk.
ROCKLAND IND. DEV. COMM., Norman Beals, Secy., 36 George Street.

ROCKPORT—4265
ROCKPORT IND. DEV. COMM., Leonard M. Dorman, Chm., 36 Highland Ave.

SALEM—38,893
MR. DAVID FRYE, SIR, Frye Bldg., 265 Essex St.
SALEM C. OF C., John W. Barrett, Managing Dir. L-SB
SALEM IND. & DEV. COMM., Fred Donovan, Chm., City Hall.

***SEEKONK—8385**
STURTEVANT DEV. CO., F. Ray Sturtevant, Pres., 199 Elm St. N-SBF

SHELBURNE FALLS—1727
SHELBURNE FALLS IND. DEV. COMM., John Hoyt, Chm., 29 Bridge St.

SOMERSET—12,161 — SOMERSET C. OF

BERKSHIRE COUNTY MASSACHUSETTS

Offers Location PLUS

LOCATION . . . Berkshire County is connected by 900 miles of continuous turnpikes to major East and Mid-West markets via Mass. Turnpike and N. Y. Thruway. Plentiful skilled labor force . . . cooperative communities . . . ample rail and utility coverage. Unexcelled livability in year-round vacation paradise with excellent housing, schools, recreation and cultural attractions.

PLUS . . . three ideal, new business, research and industrial sites in northern, central and southern sections of this strategically located area.

NORTH BERKSHIRE INDUSTRIAL CENTER

North Adams, Massachusetts

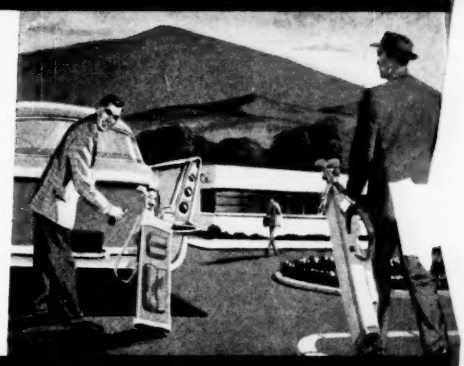
Landscaped 25 acre site, opposite new regional vocational high school . . . within 200 miles of Boston, New York, Philadelphia and Montreal. First building ready for immediate construction: 28,800 sq. ft. manufacturing space, 4,800 sq. ft. office space. Building cost, under $7 sq. ft. For sale, lease or lease-back. Located in a surplus labor market.

Write: Mr. Roger Jewett; Northern Berkshire Development Corp., North Adams, Mass.

PITTSFIELD INDUSTRIAL PARK

Pittsfield, Massachusetts

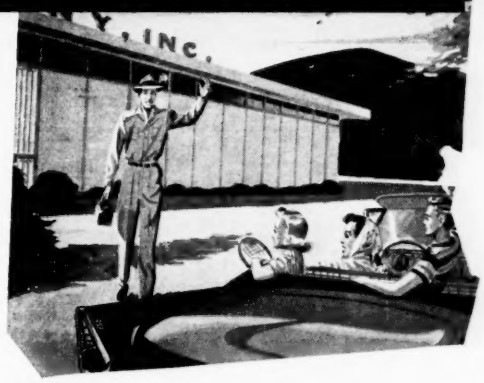
43 acre tract of prime industrial land, adjacent to large E. D. Jones Corp. and General Electric plants. Subdivided into 9 lots (3 to 5 acres). Access roads to main highway. Boston & Albany spur line. Construction to tenants' specifications, with lease-back arrangement. *Write: The Association of Business and Commerce of Central Berkshire County, Inc.; 100 North St.; Pittsfield, Mass.*



BARRINGTON INDUSTRIAL SITES

Great Barrington, Massachusetts

50 acres of land available for immediate development. Full financing available for purchase or lease-back. Complete cooperation and assistance of progressive community with important historical and cultural background. Numerous success stories, available on request, point up potentialities of this area. *Write: Mr. A. John Tuller; Barrington Industrial Corp.; Great Barrington, Mass.*



Or for details on all of Berkshire County, write:

BERKSHIRE COUNTY INDUSTRIAL DEVELOPMENT COMMISSION

COURT HOUSE, PITTSFIELD, MASSACHUSETTS

C., Harold D. Arnold, Acting Secy.
SOMERVILLE—94,349
BRICKBOTTOM REDEV. IND. DIST., Somerville Housing Auth., 30 Memorial Rd.
SOMERVILLE C. OF C., Thomas P. Russell, Ex. Secy., 421 Highland Ave. L-SB (x)
H. P. WELCH CO., George C. Shea, 400 Somerville Ave.
SOUTHBORO—3991
SOUTHBORO IND. DEV. COMM., Jas. Cookman, Chm., Middle Road.
SOUTHBRIDGE—16,506
SOUTHBRIDGE C. OF C., Horace P. Landry, Exec. Secy., 321 Main St. L-SB (x)
SOUTHBRIDGE IND. DEV. CO., INC., Horace P. Landry, Ex. Secy., 321 Main St. L-SBF (x)
S. DEERFIELD
DEERFIELD IND. DEV. COMM., Gordon E. Ainsworth, Chm., 2 Grove St.
SPENCER—7749
SPENCER C. OF C., R. J. Corcoran.
SPENCER DEV. CORP., Paul J. Bouley, Secy., 17 Mechanic St.
SPENCER IND., INC., Mrs. Cecile A. Doten, Secy.
S. LAWRENCE
LAWRENCE IND. PARK, Lawrence Ind. Park, Inc., 79 Beacon Ave.
SPRINGFIELD—173,736
ASSOCIATED ENGINEERS, INC., G. A. Krein, Pres., P. O. Box 1628.
ERNEST F. CARLSON, INC., W. W. Rausch
GRTR. SPRINGFIELD AREA DEV. CORP., Edw. Jones, Ex. Dir., 458 Bridge St. L-SBF (x)
GREATER SPRINGFIELD C. OF C., Don Hutchison, Mgr., Ind. Bureau, 134 Chestnut St. L-SBF
WESTERN MASS. ELECTRIC CO., John M. Turnbull, Dir., Area Dev. Dept., 73 State St. L-SB (x)
STONEHAM—17,917
STONEHAM C. OF C., Richard Barnstead, Pres.
STONEHAM IND. DEV. COMM., Albert P. Rounds, Secy., 230 Main St.
STOUGHTON—16,319
STOUGHTON C. OF C., J. A. Kell.
STOUGHTON IND. DEV. COMM., D. Munson, Secy., Town Hall.
SUDBURY—7430 — SUDBURY IND. DEV. BOARD, Leslie C. Hall, Concord Rd. L-S (x)
SWAMPSCOTT—13,175 — SWAMPSCOTT BUSINESS MEN'S ASSN., C. R. Perry.
SWANSEA—9878 — SWANSEA IND. DEV. COMM., John Marvel, Chm., Town Hall.
TAUNTON—40,906 — TAUNTON AREA ASSN. OF COMMERCE, Rob't. L. Baldwin, Ex. V. P., 31 Weir St. (60).
TEWKSBURY—15,680
TEWKSBURY IND. DEV. COMM., Joseph A. Killeen, Secy., Town Hall.
TURNERS FALLS
TURNERS-MONTAGUE C. OF C., Albert L. Saulnier, Secy., 187 Ave. A.
WAKEFIELD—24,294
WAKEFIELD C. OF C., Mrs. J. E. Worthley, Exec. Secy.
WAKEFIELD IND. CENTER, Cabot, Cabot & Forbes, 60 State St., Boston 9, Mass.
WAKEFIELD IND. DEV. COMM., Frank A. Tredinnick, Ex. Sec. L-SB (x)
WALPOLE—14,053 — WALPOLE BUSINESS MEN'S ASSN., Fred C. Browne, Secy.
WALTHAM—54,172
WALTHAM C. OF C., E. J. Arnold, Exec. Secy., 657 Main St.
WALTHAM IND. CENTER, Cabot, Cabot & Forbes, 60 State St. Boston 9, Mass.
WALTHAM RESEARCH & DEV. PARK, Cabot, Cabot & Forbes Co., 60 State St., Boston 9, Mass.
WARE—7488
WARE COUN. FOR COMMUNITY IMP. Roland W. Gravel, Chm., 16 Aspen.
WARE IND., INC., Milton H. Rathcliffe, Pres., E. Main St.
WARE MERCHANT'S ASSN., L. H. Kaplan.
WAREHAM—9327 — WAREHAM C. OF C., David Barry, Pres., Main St.
WEBSTER—13,121
WEBSTER DUDLEY C. OF C., Miss Janet E. Malser, Secy., P. O. Box 425. L-SBF
P. J. WAJER & SONS EXPRESS CO., INC., 22 Spring St.
WELLESLEY—26,017
WELLESLEY BOARD OF TRADE, John P. E. Dempsey, Jr.
WEST BRIDGEWATER—5060 — WEST BRIDGEWATER ECON. & IND. DEV. COMM., Merton Ouderkirk, Chm., 300 W. Center St.
WESTFIELD—26,308
WESTFIELD DEV. CORP., John D. O'Connor, Pres., 90 Elm St.
WESTFIELD IND. & DEV. COMSN., John D. O'Connor, 10 Broad St., P. O. Box 426.
WINCHENDON—6180
WINCHENDON DEV. CORP., Edwin H. Merrill, Pres., 87 Central St. L-SBF (x)
WINCHESTER—19,434
THEODORE ELLIOTT, 11 Herrick St.
WINTHROP—20,190 — WINTHROP C. OF C., Mrs. Estelle J. Edovitz.
WOBURN—31,651 — WOBURN C. OF C., Mrs. Frances E. Baldwin, Ex. Secy., 13 Montvale Ave. L-SB (x)
WOBURN IND. DEV. COMM., P. W. Linscott, Chm., 13 Montvale Ave.
WORCESTER—185,977
R. M. BRADLEY & CO., R. John Griefen, Vice Pres., 311 Main St. (8). R-SBF (x)
MAURICE F. REIDY & CO., Philip M. Reidy, 2 Foster St.
WORCESTER AREA C. OF C., Mr. George Vakalis, Mgr. Ind. Dev., 32 Franklin St. (8). L-SB
WORCESTER COUNTY ELECTRIC CO., 939 Southbridge St.
WESTFORD—6266
WESTFORD IND. DEV. COMSN., Mrs. Henry A. Beyer, Secy., Littleton Rd.
W. NEWTON — NEWTON C. OF C., Lorenz Muther, Secy., 437 Cherry St. (65).
WEST SPRINGFIELD—24,916
WEST SPRINGFIELD C. OF C., Carl G. Lindberg, Secy., Box 25, 85 Elm St.
WEYMOUTH—48,023
WEYMOUTH C. OF C., W. B. Harty.
WHITINSVILLE — NORTHBRIDGE C. OF C., Andrew Reinstra, Secy., 495 Church St.
WHITMAN—10,504
WHITMAN C. OF C., Jos. Kennedy, Pres.
WHITMAN IND. DEV. COMM., John P. Murphy Chm., 29 Elm Place. L-SBF
WILMINGTON—12,379
WILMINGTON IND. COMM. Joseph Courtney, Town Mgr., Town Hall.

MICHIGAN

ADRIAN—20,262
ADRIAN C. OF C., John A. O'Brien, Exec. Secy., 216 N. Main St.
ADRIAN IND. DEV. CORP., % C. of C., 216 N. Main ST.
ADRIAN SALES CO., L. H. Stockford, Natl. Bk. Bldg.
ALBION—12,685
ALBION C. OF C., P. O. Box 288. L-S (x)
ALBION IND. DEV. COMM., Alphonso Magnotta, 306 S. Eaton St.
ALBION MERCHANTS ASSN., R. L. Mohrhardt.
ALLEGAN—4813
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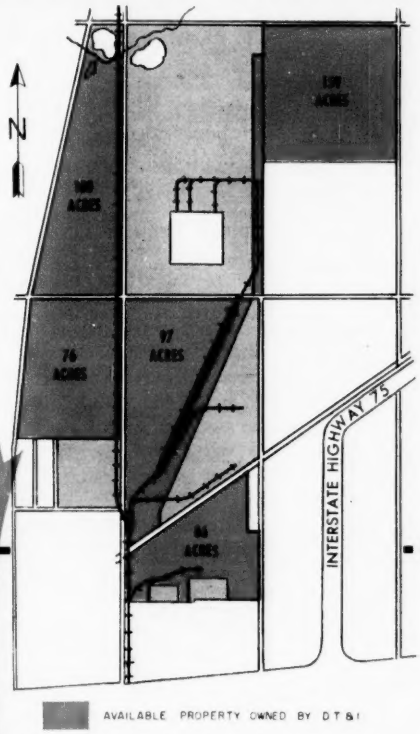

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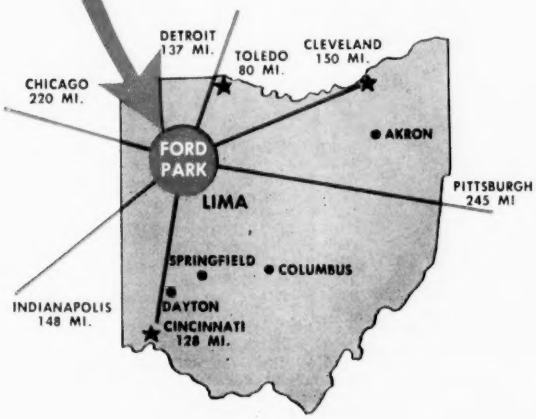

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SCOTTVILLE C. OF C., E. Dean Raven, Secy. L-SBF
SCOTTVILLE IND. DEV. CORP., %C.of C.
SOUTH HAVEN—6062 — S. HAVEN IND. FOUND. INC., Donald M. Goodwillie, Pres., 330 Kalamazoo St. L-SBF (x)
STEPHENSON
STEPHENSON DEV. CORP., Jos. B. Gucky, Pres. L-SBF (x)
STURGIS—8900
S. D. BARKER IND. PARK, S. D. Barker & Assoc., Inc., P. O. Box 6.
STURGIS C. OF C., Roy W. Murphy, Jr., Ex. Secy., Box 165. L-SB (x)
STURGIS IND. DEV. CORP., %C. of C.
TAWAS CITY—1798
DETROIT & MACKINAC RWY. CO., C. Dwight Wood.
TAWAS C. OF C., Bertha Montgomery, Office Mgr., L-SB (x)
THREE RIVERS—7092
MICHIGAN GAS & ELECTRIC CO., 108 E. Michigan Ave.
THREE RIVERS C. OF C., Mrs. Carol Boulette, Mgr.
TRAVERSE CITY—18,280
TRAVERSE CITY C. OF C., Merle C. Lutz, Secy., 129 E. Front St. L-SBF
TRAVERSE CITY IND. PARK, Traverse City Ind. Found., Inc., 129 E. Front St. L-SBF
UNION CITY—1668
UNION CITY C. OF C., George G. Gray Secy.
UNION CITY IND. DEV. CORP., C.of C.
VERMONTVILLE — VERMONTVILLE C. OF C., Mrs. Wilbur Walsh, Secy.
VERMONTVILLE IND. DEV. CORP., % C. of C.
WAYNE—16,016
GAR WOOD IND., INC., Milton G. Peck, Adv. Dir.
WAYNE C. OF C., T. F. Kuckelman, Exec., Secy., 3747 S. Wayne Rd.
W. JACKSON
CONSUMERS POWER CO., H. L. Brewer, Dir. of Area Dev., 212 Michigan Ave.
WYANDOTTE—42,214
DOWN RIVER C. OF C,. Robert G. Wilson, Exec. Dir., P. O. Box 269. L-S
TREADWELL RL. EST. CO., Donald H. Treadwell, Pres., 15032 Fort St. R-SB (x)
YALE—1616
YALE-COM. DEV. ASSN., Charles McMillin, Chm.
YALE IND. DEV. CORP., % C. of C.
YPSILANTI—20,853 — YPSILANTI BD. OF COMM., Paul Ungrodt, Secy.

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ALBANY—1354 — ALBANY DEV. CORP., Andrew J. Glatzmaier, Secy.
Ex. Secy., Hyde Bldg. L-SBF (x)
ALBERT LEA—17,049
ALBERT LEA C. OF C., W. H. Sykes, Ex. Secy., Hyde Bldg. L-SBF (x)
INTERSTATE POWER CO., C. E. Myers, Dist. Mgr. SB
JOBS BUILDINGS, INC., Wm. H. Sykes, Ex. Secy., Hyde Bldg. L-SBF (x)
JOBS, INC., Wm. H. Sykes, Secy.

ALEXANDRIA—6685 — ALEXANDRIA DEVELOPERS, Archie W. Trumn Pres.
AMBOY
AMBOY DEV. CORP., Eldor Pick, Secy.
ANOKA—10,584 — GRTR. ANOKA C. OF C., Roger J. Leaf, Mgr.
ATWATER — ATWATER DEV. ASSN., Harold Berg, Secy. L-SBF (x)
AURORA—2418
MODERN DEV. CO., J. W. Harris.
AUSTIN—27,906 — AUSTIN IND. DEV. CORP., R. J. Emmerich, Secy.
BARNESVILLE—1607
BARNESVILLE DEV. CORP., George H. Felde, Secy., % C. of C.
BARNUM — BARNUM DEV. CORP., Edwin E. Manni, Secy.
BELGRADE — BELGRADE COMMERCIAL CLUB, George Borgerding, Secy.
BELVIEW — BELVIEW IMPR. CORP., Oscar B. Sjaastad, Secy.
BEMIDJI—9726
BEMIDJI C. OF C., Al Crowser, Mgr., Information Bldg. L-SB (x)
BENSON—3645 — BENSON IND. DEV. COMM., Paul Gandrud, Secy. L-SBF
BIG LAKE — BIG LAKE COMMERCIAL CLUB, E. A. Guppy, Secy.
BIRD ISLAND—1367 — BIRD ISLAND IND. DEV. CORP., Henry W. Scott, Secy.
BLACKDUCK — BLACKDUCK CIVIC & COMM. ASSN., Preston Anderson, Secy.
BLOOMINGTON—50,417 — BLOOMINGTON C. OF C., T. Gray Cassidy, Ex. Secy., 5 E. Old Shakopee Rd. L-SB
BLUE EARTH—4159 — BLUE EARTH IND. SER. CO., Ken Young, Secy.
BRAHAM — BRHAM BUILDERS, INC., Oscar A. Olson, Sr., % C. of C.
BRAINERD—12,712
BRAINERD C. OF C., V. F. Anderson, Ex. Secy., Cor. 6th & Washington. L-SBF
BUILD BRAINERD, INC., W. D. Curtis, Secy.
BRECKENRIDGE—4297 — BRECKENRIDGE IND. DEV. CORP., Leo Drey.
BRICELYN — BRICELYN SERVICE CORP., Kenneth A. Johnson, Secy.
BROWERVILLE — BROWERVILLE INVESTMENT CLUB, Herman Holler, Secy.
BUFFALO—2307 — BUFFALO BUS. DEV. CORP. COMM., S. J. Miller, Secy.
CAMBRIDGE—2713
CAMBRIDGE DEV. CO., Robert A. Johnson, Secy., 445 N. Birch St.
CANNON FALLS—2044
CANNON FALLS IND. DEV. CORP., Donald Mensing, Secy.
CASS LAKE—1568 — CASS LAKE IND. DEV. COMM., G. A. Fuller, Chm.
CHASKA—2493
GRTR. CHASKA, INC., A. L. Engelhardt.
CHATFIELD—1834
CHATFIELD COMM. DEV. ORGN., E. W. Kujawa, Chm., 708 Winona St. L-SB (x)
INTERSTATE POWER CO., K. L. Meyer, Dist. Mgr.
CHOKIO — CHOKIO RES. & DEV. COMM., A. B. Schuster.
CLARA CITY—1346 — CLARA CITY DEV. CORP., Herb Tischer, Secy.
COKATO—1346
COKATO ASSN. OF BUS. & PUBL. AFFAIRS, Howard L. Johnson, Secy.
COKATO IND. COMM., C. E. Mitchell, Chm.
COSMOS — COSMOS COMMUNITY DEV. ASSN., Henry Raske.
CROOKSTON—8498
CROOKSTON C. OF C., R. J. Molamphy, Secy., Box 535. L-SB (x)
CROOKSTON JOBS, INC., M. R. Campbell, Secy.
CROSBY—2638 — CROSBY AREA DEV. COMM., Gene Foote, Chm.
CYRUS — CYRUS COMMERCIAL CLUB IND. COMM., Ernest Tinseth, Chm.
DARFUR — DARFUR COMMERCIAL CLUB, H. V. Carlson, Pres.
DASSEL — DASSEL CIVIC IMPR. ASSN., INC., Win Menthe, Secy.
DODGE CENTER—1412 — DODGE CENTER IND., INC., L. A. Paulsrude, secy.
DETROIT LAKES—5574
DETROIT LAKES IND. DEV. CORP., Mel Soderberg, Secy.
DELANO—1604 — DELANO IND. DEV. CORP., Robert Bakke, Secy.
DULUTH—105,312
CENTURY MOTOR FREIGHT, INC., Mario Bonello, 202 South 26th Ave., West.
DULUTH IND. BUREAU, 212 Medical Arts Bldg. L-SB
DULUTH PORT AUTH., Robert T. Smith, Port Dir., 909 Alworth Bldg.
MINNESOTA POWER & LIGHT CO., Howard Cooper, V. Pres., 30 W. Superior St.
PRINDLE-LACHMUND RLTY. CO., Torrey Bldg.
SEAWAY PORT AUTH. OF DULUTH, Robert T. Smith, Port Dir., 909 Alworth Bldg.
E. GRAND FORKS—6961
EAST GRAND FORKS COMMERCIAL CLUB, Henry Tweton, Secy.
EDEN VALLEY — EDEN VALLEY C. OF C., Joseph McCarthy, Secy.
EDGERTON—1017
EDGERTON CIVIC CLUB, A. J. Ekdom, Secy.
ELBOW LAKE—1504
ELBOW LAKE CIV. & COMM. ASSN., John Henry, Pres.
ELK RIVER—1755 — ELK RIVER ASSO. INVESTORS, INC., J. H. Bailey, Secy.
ELLENDALE — ELLENDALE INDUSTRIES, INC., Oscar Groth, Secy.
ELMORE—1079 — ELMORE DEV. CO., Mrs. Lyle Schuler, Secy.
EVELETH—5644 — EVELETH BUSINESSMEN'S ASSN. COMM., Joseph Orekek, Secy.
FARIBAULT—16,838
FARIBAULT C. OF C., H. Lew Malcolm, Mgr., 101 Central Ave. L-SBF
FAIRFAX—1480 — FAIRFAX DEV. COMM., E. A. Schiro, Mayor.
FAIRMONT—9673 — FAIRMONT DEV. CORP., Edwin Olesen, Secy.
FARMINGTON—2286 — FARMINGTON IND. DEV., INC., G. J. Reihsen, Pres.
FERGUS FALLS—13,700
FERGUS FALLS C. OF C., Robert C. King, Mgr., 202 S. Court St. L-SBF (x)
FERGUS FALLS IND. DEV. CORP., Merald Enstad, Secy.
OTTER TAIL POWER CO., Mr. Cyrus W. Wright, 215 South Cascose St.
FOREST LAKE—2298
GRTR. FOREST LAKE ASSN., Koscie Marsh, Ex. Secy.
FOREST LAKE PLAN. COMM., C. A. Baltes.
FOSSTON—1691 — FOSSTON BUS. DEV. ASSN., Laurence Granum, Pres. L-SBF
FRANKLIN — FRANKLIN C. OF C. DEV. CORP., Industrial Dev. Comm., Harold Mumme, Secy. L-SBF (x)
FREEBORN — FREEBORN BUSINESS MEN'S DEV. COMM., A. K. Veldey, Chm.
FRIDLEY—15,182
FRIDLEY IND. DEV. CORP., Ernest Madsen, Secy., 6471 University Ave.
FULDA—1200 — INTERSTATE POWER CO., S. T. Christianson, Dist. Mgr. SB (x)
GAYLORD—1623 — GAYLORD IND., INC., Robert G. Williamson, Secy.
GLENCOE—3194 — GLENCOE DEV. ASSN., INC., Robert Hartelt, Secy.
GLENWOOD—2630 — GLENWOOD DEV. CORP., Wallace C. Ogdahl, Chm.
GONVICK — GONVICK COMMUNITY CLUB, R. J. Patnade, Secy.
GOOD THUNDER — GOOD THUNDER AREA DEV., INC., Karl Bruscke, Secy. L-SB (x)
GRAND RAPIDS—7172
GRAND RAPIDS C. OF C., Hubert F. Dear, Mgr., 401 Pokogama Ave.
ITASCA CTY. RURAL DEV. COUNCIL, George Saska, Secy.
GRANITE FALLS—2709
GRANITE FALLS JOBS & IND., INC., E. J. Vaala, Pres. L-SBF (x)
HARMONY—1220 — HARMONY IND. DEV. CORP., George E. Frogner.
HASTINGS—8961 — HASTINGS IND. DEV. CORP., Frank Lindholm, Chm.
HAWLEY—1260 — HAWLEY C. OF C., Ind. Dev. Comm., Willard Thysell, Chm.
HAYFIELD — HAYFIELD DEV. COUNCIL, Lloyd Baken, Secy.
HECTOR—1292 — HECTOR C. OF C., Harold L. Ericson. L-SBF (x)
HENNING — HENNING DEV. CORP., INC., G. C. Clement.
HIBBING—17,667 — HIBBING C. OF C., Hubert E. Olson, Mgr., 508 E. Howard St. L-S (x)
HILLS — HILLS COMMUNITY DEV. COMM., Mrs. Irene Hixson, Secy.
HOWARD LAKE
HOWARD LAKE BUSINESSMEN'S ASSN. INC., Omar E. Glessing, Chm.
HUTCHINSON—6181
HUTCHINSON CIV. & COMM. ASSN., Ind. Promotion Comm., Glen Engwall, Chm.
ISANTI — ISANTI BOOSTER CLUB, Norman Stvempgas, Pres.
JACKSON—3357
JACKSON IND., INC., Burt Watland, Secy.
JANESVILLE
JANESVILLE C. OF C., Ind. Comm., Clarence A. Johnson, Secy.
MINN. VALLEY NAT'L. GAS CO., Everett H. Dumdi, Main St.
KASSON—1800
KASSON LEV. CO., INC., W. E. Swendon, Secy.
KENYON—1625 — KENYON DEV. CORP., Robt. J. Bjelland, Secy.
KERKHOVEN — KERKHOVEN DEV. COMM., Clarence A. Johnson, Secy.
LAFAYETTE — LAFAYETTE IND., INC., Delphin Anderson, Pres. L-S (x)
LAKE CITY — LAKE CITY IND. DEV. CORP., G. H. Danielson.
LAKE LILLIAN — LAKE LILLIAN CIV. & COMM. IND. COMM., H. N. Mayer.
LAKE PARK — LAKE PARK CIV. & COMM. ASSN., Theron V. Vigen, Jr., Pres.
LAKEVILLE — LAKEVILLE COMMERCIAL CLUB, Aldon A. Zimmer.
LANESBORO—1059 — LANESBORO IND. ASSN., James Donahue, Secy.
LE CENTER—1585 — LE CENTER COMMUNITY CLUB, Ray Plut, Pres. L-SBF (x)
LE SUEUR—3302
LE SUEUR IND., INC., John C. Schmidt, Secy., 107 S. Main. L-SBF (x)
LEWISTON — LEWISTON BUSINESSMEN'S ASSN., Clyde Haedtke, Secy.
LEWISVILLE
LEWISVILLE BUS. & RESEARCH DEV. COMM., Eugene Pauley, Chm.
LITCHFIELD—5028 — LITCHFIELD IND., INC., Robert Baldwin, Secy.
LITTLE FALLS—7437 — LITTLE FALLS C. OF C., Ind. Comm., C. E. Tillander, Chm.
LONG LAKE — ORONO DIST. DEV. CORP., J. K. Haehlen, Secy.
LONG PRAIRIE—2402
LONG PRAIRIE ENTERPRISES, INC., Frank L. King, Secy.
LUVERNE—4240
LUVERNE DEV. CORP., Ray Frick, Pres.
MADELIA—2189
MADELIA IND., INC., Carl S. Hage, Secy.
***MANKATO—23,760**
FIRST NAGL. BANK, H. M. Mackenzie, Pres.
MANKATO AREA PROMOTIONS, INC., Paul Radichel, Secy.
MINN. VALLEY NATL. GAS. CO., Oscar M. Hoxie, Local Mgr., 222 S. Front St.
MAPLETON—1111 — MAPLETON CIV. & COMM. ASSN., John Kerns, Secy.
MARSHALL—6627
MARSHALL IND., Ray Baldwin, Secy.

McGREGOR — McGREGOR DEV. CORP., J. R. Maddy, Pres. L-F (x)
MENAHGA — MENAHGA CIV. & COMM. ASSN., Comm. for Local Dev., Robert Qualey, Secy.
MINNEAPOLIS—477,884
CHICAGO, MIL. ST. PAUL & PACIFIC R. R., George E. Benz, Comm. Agt., 3 Ave. South & Washington (1).
C. OF C. OF U. S., N. W. DIV., J. R. Pratt, Mgr., Rand Tower Bldg.
CHUTE REALTY CO., Mr. Frederick H. Chute, Sir, 307 East Hennepin Ave. (14).
FIRST NATL. BANK OF MINNEAPOLIS, Donald W. Gustafson, V. Pres., Second Ave. & Sixth St. L-SBF (x)
HENNEPIN TRANSPORTATION CO., INC. J. G. Swanson, 23 N. E. 4th St.
MARQUETTE NATL. BK. OF MINNEAPOLIS, R. L. Stotesbery, Pres., 517 Marquette Ave.
MINNEAPOLIS C. OF C., Robert F. Johnson, Mgr., Economic Development Dept. 701-2nd Avenue. L-SB
MINNEAPOLIS AREA DEV. CORP., Whitney Eastman, Ex. Dir., 875 N. W. Natl. Bk. Bldg. L-SF (x)
MINNEAPOLIS GAS CO., Bert H. Roberts, V. Pres.-Area Dev., 739 Marquette Ave.(2).
MINNEAPOLIS HOUSING & REDEVELOPMENT AUTH., 215 Public Health Center Bldg. (15).
MPLS. NORTHFIELD & SOUTHERN R.R. M. L. Davenport, Ind. Agt., 911 Hennepin Ave. S-SB
MINNEAPOLIS-ST. LOUIS RWY., Frank Clawson, Dir. Ind. Dev., 111 E. Franklin.
MPLS. ST. PAUL & SAULTE STE. MARIE RWY., George T. Bergen, Ind. & Rl. Est. Comm'r., Box 1109.
MONTANA DAKOTA UTILITIES CO., Robert Naylor, Mgr. of Area Dev., 831-2nd Ave., S.
ROY B. NELSON CO., Roy B. Nelson, 1004 Marquette Ave.
NORTHERN STATES POWER CO., Robert F. Mueller, Supv., Ind. Dev., 15 South 5th St. (2). R-SB (x)
NORTHWESTERN NATL. BANK OF MINNEAPOLIS, L. E. Gilbert, V. Pres. of Ind. Dev., 620 Marquette Ave. (40). L-SBF (x)
PORT OF MINNEAPOLIS.
SOO LINE RAILROAD CO., Geo. T. Bergren, Ind. & Rl. Est. Comm'r., Box 530. R-SB (x)
A. D. STRONG CO., Mr. Arthur D. Strong, Sir, 938 Midland Bank Bldg. (1).
THE TOWLE CO., Mr. F. James Resop, Sir, 415 Second Ave., South (1). L-SBF
MONTEVIDEO—5660
MONTEVIDEO IND. DEV. CORP., Robt. R. Torgerson, Pres., % C. of C. N-SBF (x)
MONTGOMERY—2113 — MONTGOMERY JOBS & BUILDS, INC., Wm. M. Kosie.
MONTICELLO—1459 — MONTICELLO DEV. CORP., Donald Pitt, Secy.
MOORHEAD—22,808 — THE GRTR. MOORHEAD DEV. CORP., Martin Johnson, Secy.
MORA—2316 — MORA DEV. CORP., George Olson, Secy., % C. of C.
MORRIS — MORRIS IND. DEV. CORP., % C. of C. L-SBF (x)
MT. LAKE—1993
MT. LAKE IND., John P. Jungas, Pres.
NEVIS — NEVIS DEV. ASSN., Lewis Schroeder, Chm.
NEW BRIGHTON—6445
GRTR. NEW BRIGHTON BUS. ASSN., Raymond Pouliot, Secy.
NEW PRAGUE—2522 — NEW PRAGUE IMPR. ASSN., W. J. Topka, Secy.
NEW RICHLAND—1041 — NEW RICHLAND IND., INC., R. A. Krenzer, Secy.
***NEW ULM—11,048**
NEW ULM IND., INC., George Volz, Secy.
NEW YORK MILLS
N.Y. MILLS IND. COMMUNITY DEV. CORP., INC., Harold Karvuren, Secy.
NORTH BRANCH — NORTH BRANCH PLANNING COMSN., A. F. Johnson.
NORTHFIELD—8672 — NORTHFIELD IND. CORP., Burton R. Sawyer, Secy.
NORTHOME — NORTHOME COMMERCIAL CLUB, Donald Claude, Secy.
OGILIVIE — OGILIVIE BUS. BLDRS., INC., Lester A. Raber, Secy.
ORTONVILLE—2661 — ORTONVILLE DEVELOPMENT, INC., C. J. Benson, Secy.
OSAKIS—1386
OSAKIS JOBS, INC., Paul C. Hanson, Secy.
OWATONNA—13,398 — OWATONNA C. OF C., IND. COMM., Robt. Naefke, Chm.
PARK RAPIDS—3011
HUBBARD CTY. RURAL DEV. COMM., Al Monico, Chm.
IND. FOR PARK RAPIDS, INC., Charles L. Clark, Secy.
PERHAM—2016
PERHAM C. OF C., Darrell Nelson, Pres.
PINE CITY—1944 — PINE CITY DEV. CO., W. A. Sauser, Pres. L-B (x)
PINE ISLAND—1312 — PINE ISLAND COMMUNITY CLUB, F. T. Randolph, Secy.
PIPESTONE—5708
PIPESTONE IND., INC., Dr. W. G. Benjamin, Pres., Box 110. L-SBF (x)
PLAINVIEW—1841 — PLAINVIEW ENTERPRISE DEV. CORP., Fred Gerber,Secy.
PRINCETON—2347 — PRINCETON DEV. CO., INC., John W. Barton, % C. of C.
PLUMMER — PLUMMER COMMERCIAL CLUB, O. L. Skatovold, Pres.
RED WING—10,506
NORTHERN STATES POWER CO., Geo. W. Fairbanks, New Bus. Mgr.
RED WING IND. DEV. CORP., A. E. Freeberg, Secy.
REDWOOD FALLS—4277
REDWOOD FALLS C. OF C., Douglas Timmerman, Jr., Mgr., 269 E. 2nd. L-SB (x)
REDWOOD FALLS IND., INC., E. A. Johnson, Secy.
REMER
REMER BLDG. CORP., Robert Blais, Secy.
RENVILLE—1372 — RENVILLE DEV. CORP., T. G. O'Connor, Pres.
RICE
RICE IND. COMM., Lawrence Even, Secy.
RICHMOND — RICHMOND CIVIC & COMM., ASSN., Ben Willenbring, Secy.
***ROCHESTER—40,380**
IND. OPPORTUNITIES, INC., Virgil M. Elliott, Secy., 212-1st Ave., S.W.
ROSEAU—2127 — ROSEAU CIV. & COMM. ASSN., A. E. Laufenburger, Sec.
ROSEVILLE—23,993 — ROSEVILLE IND. COMM., Norman Tietze, Co-Chm.
RUSH CITY—1102
RUSH CITY COMMERCIAL CLUB, Karle Hammargren, Secy. L-SBF (x)
RUSHFORD—1312 — RUSHFORD BUS. DEV. CORP., Josiah Dilley, Secy.
SACRED HEART — SACRED HEART BLDG. CORP., Geo. Fabel, Secy.
ST. CLOUD—33,671
ST. CLOUD DEV. CORP., Sylvester Fandel, Secy.
ST. CLOUD OPPORTUNITIES, Paul Hoffman, Secy.
ST. JAMES—4162 — ST. JAMES IND. FOUND., Leonard T. Nelson, Secy. L-SBF
ST. PAUL—313,209
AMERICAN NATL. BANK, G. Reed Macomber, Asst. V. P., 419 Robert.
BRIGGS TRANSPORTATIOS CO., H. C. Ahlberg, V. P., Sales, 2360 West County Rd. C.
CLAPP-THOMSSEN CO., Mr. William D. Clapp, Sir, 605 Minnesota Bldg. (1).
DUNN & STRINGER, INC., M. S. Stringer, Pres., Cor. 4th & Minn.
ENG. RESEARCH ASSN., INC., 1900 W. Minn. Ave. (4).
FIRST NATL. BANK, Rodney Q. Selby, V. P., Dir. Ind. Dev., 332 Minnesota St. (1). L-SB
GLENDENNING MOTORWAYS, INC., Jay B. Gallagher, Sales Mgr., 820 Hampden.
GREAT NORTHERN RWY. CO., E. N. Duncan, Dir. of Dept., 175 E. 4th St. N-SB (x)
HART MOTOR EXPRESS, George Hart, 2417 North Cleveland Ave.
INDIANHEAD TRUCK LINES, INC., Roland D. Wilsey, 1947 West County Road C.
MERCURY MOTOR FREIGHT LINES, INC., R. B. Sanders, Exec. V. P., 954 Hersey St.
MIDWAY TERMINAL WHSE. CO., 429 N. Prior St.
MINN. DEPT. OF BUS. DEV., James Clark, Dir., 213 State Office Bldg. S-SB (x)
MINNESOTA-WISCONSIN TRUCK LINES, INC., H. N. Votel V. P., Sales & Traffic, 2280 Ellis Ave.
MURPHY MOTOR FREIGHT LINES, INC., John A. Korlath, V. P., Sales, 965 Eustis St.
NORTHERN PACIFIC RWY. CO., F. C. Sempf, Mgr. Ind. Dev., Northern Pacific Bldg. (1).
PORT AUTHORITY OF CITY OF ST. PAUL, Frank E. Clawson, Asst. Gen. Mgr., City Hall and Court House (2).
H. & VAL J. ROTHSCHILD, INC., 503 Guardian Bldg.
ST. PAUL C. OF C., Russell Ratigan, Ex. V. P., 332 Cedar St. (1). L-SB (x)
ST. PAUL TERMINAL WAREHOUSE CO., Donald G. McNeely, V.P., 425 E. 8th .SBF (x)
UNITED PROPERTIES, INC., D. H. Sullwold, V. P., 200 Hamm Bldg. R-SBF (x)
ST. PETER—8470
ST. PETER IND. FOUND., J. N. Annexstad, Secy., 100 Minn. AVE.
MINNESOTA VALLEY NATURAL GAS CO., R. E. Crawford, Jr. Asst. to V. Pres. 315 S. Minnesota Ave.
SANBORN — SANBORN HOLDING CO. Russell Schwandt, Secy.
SANDSTONE—1547 — SANDSTONE DEV. ASSN., Albert Johnston, Trustee.
SAUK CENTER—3528 — SAUK CENTER IND., INC., C. A. Corrigan, Secy.
SHERBURNE—1224 — SHERBURNE DEV. COMM., M. B. Griffith, Chm.
SILVER LAKE — SILVER LAKE CIV. & COMM. ASSN., Jerome Kaminsky, Secy.
SLAYTON—2476 — SLAYTON DEV. CORP., Don Week, Secy., % C. of C.
SLEEPY EYE—3479 — SLEEPY EYE IND. DEV., INC., Frank J. McCarthy, Secy.
S. SAINT PAUL—21,921 — MALTBY DEV. CORP., Vance Grannis, Secy., % C. of C.
SPRINGFIELD—2696 — SPRINGFIELD BUS. & IND. DEV. COMM., Gerald Myers, % C. of C.
SPRING VALLEY—2611 — SPRING VALLEY NEW IND., INC., Howard Dettloff, Secy.
STILLWATER—8272
STILLWATER C. OF C., Geo. M. R. Smart, Ex. Secy., 406 E. Chestnut St. L-SB (x)
STILLWATER DEV. CORP., George Smart, Secy.
THIEF RIVER FALLS—7112
NORTHWEST MINN. DEV. ASSN., J. M. Roche, Secy.
THIEF RIVER FALLS JOBS, INC., Wm. LeFane, Pres., 122 Main Ave., S. R-SBF (x)
TRACY—2838
TRACY ENTERPRISES, INC., J. Von Bokern, Secy., 207-4th St. L-SBF (x)
TRUMAN—1256
TRUMAN BUS. & IND. DEV. COMM., Charles Dietz, Secy. L-SBF
TWO HARBORS—4670
NEW INDUSTRIES FOR LAKE CTY., Tortsein Grinager, Chm.
TWO HARBORS NEW IND. COMM., Clifford Roehl, Secy.
TYLER—1127 — TYLER NEW INDUSTRY COMM., Robt. Seibert.
ULEN — ULEN CIV. & COMM. ASSN., Kenneth Engebretson, Chm.

***VIRGINIA—13,901** — VIRGINIA C. OF C., Andrew Bradish, Ex. Secy., City Hall. L-SB (x)
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WACONIA IMP. ASSN., INC., G. J. Delohery, Pres. L-SBF (x)
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WADENA IND. CORP., Don Brown, Secy.
WALDORF — WALDORF BOOSTERS CLUB, W. M. Jensen, Secy.
WALKER—1171
WALKER IND., INC., Glen Bacon, Secy.
WALNUT GROVE — WALNUT GROVE COMMUNITY CLUB, Vernon Swanson, Pres.
WASECA — WASECA C. OF C., INDUSTRIAL COMMITTEE, Howard F. McPartland.
WATSON CLINIC, Orren Havy, Secy.
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WELLS DEV. CORP., F. J. Werner, Secy.
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WHITE BEAR LAKE AREA DEV. CORP., Wm. C. Knaak, Chm.
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WILLMAR C. OF C., Lois Mattson, Secy., Box 287, 406 W. Litchfield Ave. L-SB (x)
WILLMAR IND., L. F. Johnson, Secy. L-SBF
WINDOM—3628 — WINDOM IND. DEV. COMM., Oscar Olson, Chm. L-SBF (x)
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WINNEBAGO DEV. CO., Harry Muir, Pres. SBF (x)
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WINONA IND. DEV. ASSN., J. L. Jeremiassen, Secy., 102 E. 3rd St.
WINONA NATL. AND SAVINGS BANK, S. J. Kryzsko, Pres., 204 Main St. L-F
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WORTHINGTON IND., INC., A. W. Hoodecheck, Secy.

MISSISSIPPI

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HARRISON CTY. ADV. COMSN.
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HAZLEHURST IND. DIST., Hazlehurst Dev. Corp., P. O. Box 249.
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BROWN SHOE COMPANY
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Oxford
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Ackerman
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New Albany, Tupelo, Okolona, Eupora
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Fulton, Iuka, Ripley
HOERNER BOXES, INC.
Tupelo
HOOKER ELECTRO-CHEMICAL COMPANY
Oldbury Division
Columbus
JACKSON FURNITURE COMPANY
Houston, Amory
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LOUISVILLE-WINSTON CTY. C. OF C., B. O. Smith, Pres. L-SB (x)
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MOSS POINT—6497
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NATCHEZ ASSN. OF COMM., Warren Farmer, P. O. Box 418. L-SB
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YAZOO CTY. C. OF C., Robt. L. Wheeler, Mgr., Box 172. L-SB (x)

MISSOURI

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AURORA IND. DEV. CORP., John R. Buckley, Sec'y., P. O. Box 146.
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JOPLIN IND. DEV. CORP., Tom M. DeArman, Jr., Secy., 112 W. 4th. L-SB (x)
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BALDWIN-PETERSON RL. EST. AGCY., Arthur Baldwin.
FREMONT C. OF C., H. W. Shinrock, Secy.-Mgr., 123 E. 5th St. L-SBF
FREMONT IND. DEV. CORP., %C. of C. L-SBF
GERING—4574
GERING IND. DEV. CORP., % C. of C.
GOTHENBURG—3046
GOTHENBURG IND. DEV. CORP.
***GRAND ISLAND—25,691**
GRAND ISLAND C. OF C., Ralph D. Powell, Mgr., 116 W. 2nd, Box 795. L-SBF (x)
GRAND ISLAND IND. FOUND., L. E. Ray, Pres., Box 795. L-SBF
HASTINGS—21,382
HASTINGS C. OF C., Donald L. Hileman, Mgr., Box 104. L-SBF (x)
HASTINGS CORP., Fred L. Duven, Secy., Box 743. L-SBF (x)
KANSAS-NEBRASKA NATURAL GAS CO., INC., 300 N. St. Joseph Ave.
***HOLDREGE—5204**
HOLDREGE C. OF C., John W. Vaughn, Mgr., Mun. Bldg. L-S (x)
HOLDREGE IND. & DEV. CORP., John W. Vaughn, Secy., 502 East Avenue. L-SBF (x)
IMPERIAL—1409
IMPERIAL IND. DEV. CORP.
***KEARNEY—14,012**
KEARNEY C. OF C., Glenn J. McEniry, Mgr., P. O. Box 295. L-SBF
KEARNEY CIVIC DEV. CORP., J. W. Poynter, Pres., 21st & Central, Box 436. L-SBF (x)
LEXINGTON—5518 — GRTR. LEXINGTON CORP., Phillip C. Svitak, Secy., 410 N. Washington. L-SBF (x)
***LINCOLN—28,521**
CENTRAL ELEC. & GAS CO., E. C. Deane, V. P., 144 S. 14th St.
THE FIRST TRUST CO. OF LINCOLN, B. R. Anderson, V. Pres.
C. C. KIMBALL CO., Mr. Curtis C. Kimball, Sir, Sharp Bldg.
DICK KIMBALL CO., Dick Kimball, 227 S. 13th.
LINCOLN C. OF C., Archie J. Baley, Gen. Mgr., 208 N. 11th St. (8). L-SBF (x)
LINCOLN IND. DEV. CORP., Robt. A. Metrakos, Secy.-Mgr., 208 N. 11th St. L-SBF (x)
MO. VALLEY DEV. ASSN., John B. Quinn, Exec. Dir.
NEBR. DIV. OF RESOURCES, David Osterhout, Chief, State House. S-SB
***McCOOK—8220**
McCOOK C. OF C., Don Hileman, Secy.
McCOOK IND. DEV. CORP., % C. of C.
MINDEN—2379
MINDEN IND. DEV. CORP.
***NEBRASKA CITY—7237**
NEBR. CITY IND. DEV. CORP., Robert L. McConnelee, Mgr., 115 S. 8th. L-SB (x)
NEBRASKA CITY DOCK BD., Robert L McConnelee, Secy., 115 South 8th St. L-SB
***NORFOLK—13,084**
GRTR. NORFOLK CORP., Edw. Krueger, Secy., Box 386. L-SBF
NORFOLK C. OF C., Edw. Krueger, Gen. Mgr., Box 386. L-SBF

***NORTH PLATTE—17,091**
NORTH PLATTE DEV. CORP., Jerry Pulliam, Sec'y., Pawnee Hotel Bldg. L-SBF
N. W. PUB. SERV., Wendell W. Wood, Mgr. P. O. Box 356.
OAKLAND—1430
OAKLAND C. OF C.
OAKLAND IND. DEV. CORP.
***OGALLALA—4210** — OGALLALA CIVIC IMPR. ASSN., C. C. Worden, Pres., 213 N. Spruce St. L-SBF (x)
***OMAHA—300,050**
FORD STORAGE & MOVING CO., 1024 Dodge St.
INDEPENDENT TRUCKERS, INC., Roy R. Brown, Pres., 4684 Leavenworth.
McFARLAND & KENNEDY, INC., Mr. Alfred C. Kennedy, Pres., Sir, 424 Securities Bldg. L-SB
NORTHERN NAT. GAS. CO., J. L. Parmelle, Area Dev., Mgr., 2223 Dodge St. (2). R-SB (x)
OMAHA C. OF C., Oliver W. Roberts, Gen. Mgr., 108 S. 18th St. L-SBF (x)
OMAHA IND. FOUND'S. IND. DIST., Omaha Ind. Found., 108 S. 18th St. L-SBF
OMAHA PUB. POWER DIST., 811 Elec. Bldg.
BYRON REED COMPANY, INC., Mr. Charles E. Peterson, Jr., Sir, 1613 Farnam St. (2).
MR. WAYNE C. SELBY, SIR, 638 Electric Bldg.
E. A. UNDELAND CO., Mr. E. A. Undeland, Sir, 638 Electric Bldg. (2).
UNION PACIFIC R. R. CO., A. C. Ritter, Gen. Mgr. of Propts., 1416 Dodge St.
WATSON BROS. TRANSPORTATION CO,. INC., H. Roy Kersberger, VP & Dir. of SLS., 1910 Harney St.
WESTERN SECURITIES CO., Mr. Thomas R. Huston, Sir, 202 S. 19th St.
***PLATTSMOUTH—6237**
PLATTSMOUTH C. OF C., Dale M. Bowman, Mgr., 506 Main St. L-SBF (x)
***SCOTTSBLUFF—13,333**
SCOTTSBLUFF C. OF C., Paul Harm, Mgr., 1419 Broadway. L-SBF
SCOTTSBLUFF IND. CORP., Paul Harm, Res. Agt., 1419 Broadway, Box 868. L-SF
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SIDNEY C. OF C., Carl Christ, Jr., Pres., P. O. Box 42. L-SB
SIDNEY IND. DEV. CORP., Box 42.
SOUTH SIOUX CITY — S. SIOUX CITY C. OF C., Wilson Geary, Mgr.
STERLING
STERLING C. OF C.
STERLING IND. DEV. CORP.
UNION — UNION DEV. CORP.
***WAHOO—3611**
WAHOO C. OF C., Howell Roberts, Secy.-Mgr., Box 854. L-SBF (x)
WAHOO IND., INC., Lloyd Motes, Pres., Box 854. L-SBF (x)
***WAYNE—4191**
WAYNE C. OF C., K. N. Parke, Secy., Box 349. L-SBF
WAYNE IND., INC., K. N. Parke, Secy. of C. of C., Box 349. L-SBF
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YORK C. OF C., John Wise, Mgr., P. O. Box 483.
YORK IND. DEV. CORP., c/ C. of C., P. O. Box 483.

NEVADA

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CALIENTE — CALIENTE C. OF C., Bill McGhie, Sec.-Treas.
CARSON CITY—5123
CARSON CITY C. OF C., Chuck Leonard.
NEVADA DEPT. OF ECON. DEV., Jack Lehman, Dir., State Office Bldg.
NEVADA STATE PLAN. BD., M. George Bissell, Mgr.
ELKO C. OF C., H. R. Bidwell, Mgr., Box 185. L-SBF (x)
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WHITE PINE C. OF C., Bill Wagner.
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SOUTHERN NEVADA POWER CO., C. B. Waite, Area & Ind. Dev. Rep., P. O. Box 230. L-SB
LOVELOCK—1921
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MINA C. OF C., Jim Sharman, Pres.
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NORTH LAS VEGAS—18,458 — N. LAS VEGAS C. OF C., Dr. Germain R. Houle.
PIOCHE
PIOCHE C. OF C., Charles Thompson Secy.
RENO—50,938
FIRST NATL BANK OF NEV., Lester W. Scott, V. Pres.
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WELLS—1078
WELLS C. OF C., Frieda Hollibaugh, Sec.
WINNEMUCCA—3433
HUMBOLDT CTY. C. OF C., Wm. Rutherford, Secy.-Mgr., 48 W. 3rd St. L-SBF (x)
YERINGTON—1740 — YERINGTON C. OF C., Willis Trowbridge, Sec.

NEW HAMPSHIRE

BERLIN—17,724
BERLIN C. OF C., A. Halvorson, Exec. Secy., City Bldg. R-SBF (x)
BERLIN IND. REALTY CO., INC., Alf Halvorson, Pres., City Bldg. R-SBF (x)
CLAREMONT — 13,531 — CLAREMONT IND. PARKS, INC., Raymond Denault.
***CONCORD—28,913**
CONCORD NATL. BANK, Philip Butterfield, Pres.
CONCORD REG. DEV. CORP., G. R. Chenell, Ex. Dir., 7 Capitol St. L-SBF (x)
NEW HAMPSHIRE BUS. DEV. CORP., Gardner Tilton, Mgr., 3 Capitol St.
N. H. STATE PLAN. & DEV. COMSN., Winfred L. Foss, Ind. Dir., State House Annex. S-SBF (x)
CONWAY—4244 — CONWAY IND. DEV. CORP., Ralph Grindle, Western Auto Sales.
DOVER—18,907
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KEENE REGIONAL IND. FOUND., Edward Ellingwood, Exec. Vice Pres., 3 Central Sq. L-SBF (x)
LACONIA—15,180
LACONIA C. OF C., Robt. J. Funesti, Ex. Dir.
LACONIA IND. DEV. CO., INC., Arthur O'Shea, Pres., Laconia Nat'l. Bank.
LEBANON—9262
DARTMOUTH-LAKE SUNAPEE REGION ASSN., Albert S. Carlson, Exec. Secy., Box 246. R-S
LEBANON IND. DEV., Burton H. Whittier, Treas., Mascoma Savings Bank.
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LITTLETON IND. COMM., c/o C. of C.
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GEORGE E. JENKINS, 922 Elm St.
JONES EXPRESS, George C. Goodwin, Sales Mgr., 55 Charles St.
MANCHESTER C. OF C., Arthur J. Hartnett, Jr., Ex. Dir., 57 Market St. L-SB (x)
MANCHESTER IND. COUNCIL, Merrill J. Teulon, Ind. Agt., 57 Market St. L-SBF
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N. H. ELECTRIC CO., 1087 Elm St.
SUNCOOK CHARITABLE FOUND., J. Fred French, Pres., c/o Amoskeag Savings Bank.
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IND. REALTY CORP., Mr. R. N. Wilbur, Treas., 95 Canal St.
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NEWPORT—5418 — NEWPORT IND., INC., Remington Woodhull, Pres.
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MONADNOCK REGION ASSN., Daniel F. Eneguess, Ex. Secy., Historical Bldg. R-SBF (x)
PETERBOROUGH IND. DEV. CORP., K. A. Brighton, Pres., Savings Bk. Bldg. L-SBF (x)
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IND. FOUND. AT PORTSMOUTH, Forrest M. Eaton, Gen. Mgr., N. H. Elec. Co.
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RAYMOND IND. ASSOC., George Gove.
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SUNAPEE CORP., Marvin Laskey, Pres.
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TILTON-NORTHFIELD DEV. ASSN., Arthur Covieo, c/o Iona Savings Bank.
WHITEFIELD—1537 — WHITEFIELD IND. CORP., Fred Astle, Pres., King Sq. L-F (x)
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NEW JERSEY

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ANDOVER — TWP OF BYRAM, W. W. Harding, Clerk, Cranberry Lake R. D.
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ASBURY PARK C. OF C., Neal Tompkins, Gen. Mgr., 643 Mattison Ave.
ASBURY PARK NATL. BANK & TRUST, John G. Williams, 601 Mattison Ave. L-SBF (x)
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ATLANTIC CITY ELEC. CO., Mark D. Ewing, Mgr. Dev., 1600 Pacific Ave. R-SB
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BELLEVILLE C. OF C., Edward J. Littig.
BELMAR—5167 — BELMAR C. OF C., John Henderson, 718 9th Ave.
BELVIDERE—2617
BELVIDERE COORDINATING COUN., Harold Smith, 628-3rd St.
BERGENFIELD—27,170
BERGENFIELD C. OF C., T. J. Prime.
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BLAIRSTOWN C. OF C., Kurt Seidel, Pres.
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THOMAS D. SHEPPARD ASSOC., INC.
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GRTR. BURLINGTON C. OF C., Leonard Leader, Exec. Dir., 326 High St. L-SB (x)
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CAMDEN CTY. C. OF C., Harry W. Young, Ex. V. P., Park Drive.
CAMDEN MARINE TERMINALS, D. C. Nevins, Gen. Mgr.
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MR. HARRY A. TAYLOR, SIR, 23 South Harrison St.
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E. PATERSON C. OF C., Chas. Raia, Jr.
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E. RUTHERFORD C. OF C., R. H. Ganthier.
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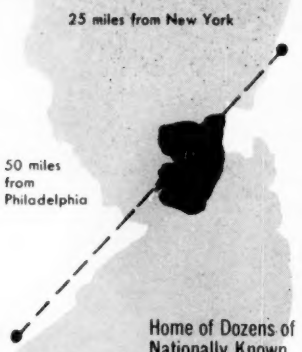

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HACKETTSTOWN IND. COMM., Wm. Rossy, Ch., % Town Clerk.
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HARRISON C. OF C., E. A. Riordan.
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HASBROUCK HGTS. C. OF C., Mrs. Florence Conover.
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HAWTHORNE C. OF C., J. A. Faber.
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HIGHTSTOWN BORO, Milton H. Cunningham, Mayor, 106 Stockton St. L-SB (x)
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THE JOS. J. GARIBALDI ORG., Mr. Joseph J. Garibaldi, Jr., Sir, 77 River St. L-SB
HOBOKEN C. OF C., C. P. Stalling, Exec. Vice Pres.
PORT OF HOBOKEN.
NATL. RLTY. CO., INC., Daniel Farmer, 51 Newark St.
IRVINGTON—59,151
JOHN M. CULLERTON, INC., Mr. John M. Cullerton, Sir, 1207 Springfield Ave. (11).
IRVINGTON C. OF C., John Weiler, Exec. Secy., 1007 Springfield Ave. (11). L-SB (x)
JAMESBURG—2867 — FORSGATE IND PARK, Fairlawn Ind. Park, Inc., 16-05 Fair Lawn Ave., Fair Lawn, N. J. L-F Lawn, N.J. L-F
JERSEY CITY—274,059
ARMSTRONG TRUCKING CO., INC., W. F. O'Reilly, 139 Pavonia Ave.
COOPER JARRETT, INC., M. B. Loeser, 100 Water St.
JERSEY CITY C. OF C., Thomas N. Stainback, Ex. V. P., 921 Bergen Ave. (6)
JERSEY CITY BUR. OF ECONOMIC DEV., Bernard M. Hartnett, Exec. Dir., City Hall. L-SB (x)
J. I. KISLAK, INC., Mr. J. I. Kislak, Sir, 32 Journal Square (6).
PORT OF JERSEY CITY.
BEN SCHLOSSBERG, INC., Mr. Ben Schlossberg, Sir, 900 Bergen Ave. (6).
TRUST CO. OF N. J., Paul Bestor, Chm. of the Bd., 35 Journal Sq.
KEARNY—37,481
CHICAGO EXPRESS, INC. Stuart M. Whisner, V. P., Sales, 3rd and Adams St.
PORT OF KEARNY.
WEST HUDSON C. OF C., Chas. J. Zetkus.
KENVIL — ROXBURY TWP. IND. COMM., A. R. Ely, Chmn.
KEYPORT—6435
JERSEY CENT. POWER & LIGHT CO., E. L. Jones, Div. Sales Mgr., 58 Front St. R-SB
KEYPORT BUS. MEN'S ASSN., Miss Vera Conover.
LAKEWOOD—15,893
JERSEY CENT. POWER & LIGHT CO., E. R. Drechsel, Jr., Div. Sales Mgr., L47 Ocean Ave. S-SB (x)
LAKEWOOD C. OF C., Daniel S. Hollenga, Mgr., 325 Second Ave.
LAKEWOOD IND. COMM., Bertram Landers. LL4 Madison Ave. L-SB (x)
LAMBERTVILLE—4272
GRTR. LAMBERTVILLE C. OF C., Jos. J. Narducci, Secy., % Lambertville Natl. Bk.
LIVINGSTON—23,096
LIVINGSTON IND. DEV. COMM., John J. Bidal, Chmn., 332 Beaufort Ave. L-S (x)
LODI—23,505
LODI C. OF C., M. J. Lalumia.
LONG BRANCH—26,197
LONG BRANCH C. OF C., Charles Kramer, Mgr., 3 Liberty St. L-SB
LYNDHURST—21,761
RAND EXPRESS FREIGHT LINES, INC., Peter Serra, Pres., 1110 Rutherford Ave.
MADISON—15,069 — MADISON C. OF C., H. F. Parsons, Secy., 41 Kings Rd.
MAYWOOD—11,522
MAYWOOD C. OF C., L. S. Rubin.
METUCHEN—14,044
METUCHEN C. OF C., Mrs. Dolores J. Wester, Exec. Secy. L-S
MIDDLETOWN—39,498
ECON. DEV. COMM., Richard Seuffert, Bus. Admin., Township Hall, King's Hwy. at Hwy. 35. L-SB (x)
MIDDLE VALLEY
WASHINGTON TWP. PLAN. BD., Fred Guerin, Chmn., Box 2L.
MILFORD—1106
MILFORD C. OF C., Arnold Bowker, Pres.
MILLBURN—18,695
MILLBURN C. OF C., Al Davis, Pres.
MILLINGTON — PASSAIC TWP. IND. & ECON. DEV. COMM., Burtis W. Horner, 136 Cross Hill Rd. L-SB (x)
MILLTOWN—5416
MILLTOWN IND. PARK, % C. of C.
MILLVILLE—19,007
MILLVILLE BD. OF TRADE, N. Douglas Russel, Cassell Bldg., 2 N. High St.
MONTCLAIR—42,995 — MONTCLAIR C. OF C., T. Scovill Snyder, Exec. V. P.
MONTVILLE—6754
MONTVILLE TWP. IND. COMM., Noble D. Daugherty, Box 245. L-S (x)
MORRISTOWN—17,332
FIRST NATL. IRON BANK, D. Ayres, 22 South St. L-SBF
N.J. POWER & LIGHT CO., W. G. Parry, Asst. V. P., Madison Ave. & Punch Bowl Rd. R-SB (x)
MORRISTOWN AREA C. OF C., K. E. Kostenbader, Ex. Dir., 10 Park Pl. L-SB (x)
MORRIS CTY. DEPT. OF IND. DEV., Herman C. Simonse, Ass't. Dir., Court House. L-SB
MORRIS CTY. PLANNING BD., John H. Geiger, Plan. Dir., Court House. L-S (x)
MORRIS CTY. SAVINGS BANK, R. Emery, 21 South St.
MORRISTOWN TRUST CO., Adam Cross, 225 South St. L-SB (x)

MT. ARLINGTON—1248
MT. ARLINGTON BOROUGH PLAN. BD., Charles Frost, Pres.
MT. FREEDOM
RANDOLPH TWP. IND. COMM., Lynn W. Bennett, Secy., Municipal Bldg.
MT. HOLLY—13,260
BURLINGTON CTY. DEV. COMM. & PLAN. BD., Geo. M. Rogers, Ex. Secy., 131 High St. L-SBF (x)
GREATER MOUNT HOLLY C. OF C., Ray J. Dunn, Exec. Secy., 104 High St. R-SB (x)
NASQUAN — WALL TWP. IND. COMM., John G. Williams, P. O. Box 165. L-S (x)
NESHANIC
BRANCHBURG TWP. IND. COMM., J. Peter Vermeulen, Secy., Fairview Dr.
NETCONG—2753
NETCONG AREA IND. COMM., Thomas Koclas, Chmn., 66 Main St.
NEWARK—402,815
ALLIED RLTY., Marvin N. Schopel, V. P., 1025 Broad St. N-SB (x)
JACK BIRNHOLZ & CO., Jack Birnholz, Pres., 744 Broad St. (2) L-SBF
WM. L. BLANCHARD CO., Wm. F. Blanchard, Pres., 45 Pionier St. (8). S-S (x)
SEELY CADE & SON, INC., RLTRS., 744 Broad St.
MR. A. V. CARKHUFF, SIR, 744 Broad St. (2)
MR. DAVID CRONHEIM, SIR, 900 Broad St.
FEIST & FEIST, B. A. Seiple, Ind. Mgr., 58 Park Pl. (2). L-SBF (x)
LEO FLASTER AGENCY, Leo Flaster, 744 Broad St.
MR. MARTIN W. FLUSSER, SIR, 786 Broad St. (2).
GREATER NEWARK DEV. COUNCIL, Robert G. Cowan, Pres., % Natl. Newark & Essex Banking Co.
HANSON & HANSON, INC., RLTY., Peter O. Hanson, 744 Broad St. L-SBF (x)
HOUSTON, SETTLE & CO., Mr. David T. Houston, Sir, 200 Washington St. (2). L-SBF
MR. EMANUEL L. KAMM, SIR, 744 Broad St., Suite 1101 (2). L-SBF
MR. ORMONDE A. KIEB, SIR, Raymond Commerce Bldg., 11 Commerce St. (2).
LEHIGH WHSE. & TRANSFER CO., C. William Drake, 98 Frelinghuysen Ave.
THE NATL. STATE BANK OF NEWARK, 810 Broad St. (1).
NEWARK C. OF C., K. S. Carberry, Exec. Vice Pres., 20 Branford Pl. (2). L-SBF (x)
NEWARK ECON. DEV. COMM., Paul Busse, Ex. Secy., 605 Broad St. (2). L-SB (x)
N. J. STATE C. OF C., Irving T. Gumb, Ex. V. P., 54 Park Place (2).
JOSEPH L. PITMAN, 60 Park Pl.
PORT OF NEWARK.
PUB. SERV. ELEC. & GAS CO., C. S. Cronkright, Mgr., Area Dev., 80 Park Pl. (1). S-SB
LOUIS SCHLESINGER CO., Mr. Joel L. Schlesinger, Pres., Sir, 901 Broad St. (2). N-SBF
ARCHIE SCHWARTZ CO., INC. RLTRS., 1025 Broad St.
RALPH G. SCHWEBEMEYER & CO., Mr. Ralph G. Schwebemeyer, Sir, 744 Broad St. (2). L-SB
HOUSTON, SETTLE & CO., Mr. David W. Settle, Sir, 200 Washington St. (2).
SEYMOUR SIMON RLTY. CO., Seymour Simon, Pres., 11 Commerce St. (2).
ALEXANDER SUMMER IND. SERV. CO., Robert E. Blackford, Vice Pres., 1180 Raymond Blvd. (2). R-SBF (x)
ALEXANDER SUMMER CO., Mr. Alexander Summer, Sir, Raymond Commerce Bldg.
***NEW BRUNSWICK—40,133**
MR. J. JOSEPH CONNOR, SIR, 79 Paterson St.
MIDDLESEX CNTY. IND. DEPT., De Wayne Nelson, Ind. Comm'r., Cnty. Record Bldg. L-SB
NEW BRUNSWICK C. OF C., Geo. T. Adams.
NEW BRUNSWICK TRANSFER, P. O. Box 531.
JAMES A. O'CONNELL CO., James A. O'Connell, 390 George St., Natl. Bank Bldg.
NEW SHREWSBURY—7333
BORO OF NEW SHREWSBURY, Robert L. Davidson, Dir., Ind. Congress. L-S (x)
NEWTON—6548
NEWTON C. OF C., A. B. Rose, Exec. Secy. L-SB (x)
NEWTON IND. COMM., John J. Coats, Chm., % Town Mgr's Off., Box 36. L-SB
SUSSEX CTY. PLAN BD., Joseph Valler, 82 Main St.
NORTH BERGEN—42,262
RED STAR EXPRESS LINES, W. J. Ritchie, 9101 Tonnelle Ave.
OAKHURST
OCEAN TWP. IND. COMM., Richard Klein, % The Home News. L-SBF
OCEAN CITY—7416 — OCEAN CITY C. OF C., Mrs. E. B. Brown, Exec. Secy.
OLD BRIDGE
MADISON TWP. IND. COMM., J. J. Tortorice, 265 Englishtown Rd.
SAYREVILLE BORO IND. ASSN., E. T. Palumbo, Chm., % Anheuser Busch, Inc.
ORANGE—35,768
ORANGE C. OF C., & CIVICS OF THE ORANGES & MAPLEWOOD, Robt. L. Schultz, Mgr., 50 Main St.
PALISADES PARK—11,845
LITTLE FERRY IND. TERMINAL, Quinn Bros., 10 Broad Ave.
PARAMUS—23,203
CENTURY-PARKWAY IND. PARK, Century Realty Co., 334 Rt. 17.
JOHN M. GABRIEL, INC., John M. Gabriel, Pres., 334 Rt. 27. L-SB
GARDEN STATE IND. PARK, John M. Gabriel, Inc., 334 Rt. 17.
PARAMUS C. OF C., John B. Lovett, Ex. Secy.
PARSIPPANY—25,746 (inc. TROY HILLS)
PARSIPPANY TWP. COMM., Richard Chirkin, Dep. Twp. Mgr. L-SB (x)
PARSIPANNY-TROY HILLS C. OF C., Richard Baldwin, R. D. #1.
PASSAIC—53,770
SOLENTIN, 352 Harrison St.
PASSAIC C. OF C., Bernard J. Borneman, Man. Dir., 20 Broadway.
PATERSON—142,301
GARY ALLSTATE BLDG., INC., Edward Katz, 555 E. 27th St.
GREATER PATERSON C. OF C., E. J. Mac-Ewan, Exec. Vice Pres.
N. Y. SUSQUEHANNA & WESTERN R.R. Arthur K. Marvin, Land & Tax Agt., 160 Market St.
PATERSON IND. COMM., Ralph P. Gambatese Ex. Secy., Box 2486 (24). L-SBF (x)
RANDALL & RICHARDS CORP., 555 E. 27th St.
MR. GEORGE H. STICKNEY, JR., 126 Market St.
TRIUMPH-FAIRLAWN RLTY., Edward O'Connor, 75 Spring St.
PAULSBORO—8060
GRTR. PAULSBORO C. OF C., Richard T. Jenkins, % 1st Nat'l. Bank & Trust Co.
PENNSAUKEN—33,689 — PENNSAUKEN IND. PARK, W. Leslie Rogers, Owner, 5509 Westfield Ave. L-S (x)
PENNS GROVE—6164
PENNS GROVE-UPPER PENNS NECK C. OF C., Francis Dumoff.
***PERTH AMBOY—37,719**
APEX EXPRESS, INC., Nathan A. Shevell, Pres., P. O. Box 28.
PERTH AMBOY IND. ASSN., Abel Lawson.
PHILLIPSBURG—18,518
N. J. POWER & LIGHT CO., W. R. Kollmayr, Div. Sales Mgr., 400 Lincoln St. S-SB (x)
PHILLIPSBURG C. OF C., Mrs. Ruth

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PLAINFIELD—45,175
C. OF C. OF THE PLAINFIELDS, O. H. Hewit, Jr., Mgr.
WIGTON-ABBOTT CORP.
PLAINSBORO — 45,175 — MIDDLESEX CTY. IND. DIST., Walker Gordon Lab. Co.
PLEASANTVILLE—15,175
ATLANTIC IND. PARK, H. J. Hansen.
PLEASANTVILLE C. OF C., G. C. Wiessler.
POINT PLEASANT — 10,185 — GRTR. POINT PLEASANT C. OF C., Lucien D. Lucien D. Truhill, Mgr., 600 Arnold Ave. L-S (x)
POMONA — ATLANTIC IND. PARK, Ole Hansen & Sons, Inc., 22 N. Franklin Ave., Pleasantville, N. J.
POMPTON LAKES—9443
POMPTON LAKES C. OF C., William Storch, % 1st Nat'l. Bank of Passaic Cnty. L-SB (x)
PRINCETON—11,859
LEWIS C. BOWERS & SONS, INC., Raymond A. Bowers, Pres., 341 Nassau.
COOPER RIVER IND. PARK, % Walter S. Shultise, The Shultise Agy., 173 Nassau Street.
RAHWAY—27,706 — PETER A. SENSENIG, W. Milton & Easterbrook Ave.
RED BANK—12,470 — RED BANK C. OF C., R. E. Taylor, Ex. V.P., 77 Broad St.
RIDGEFIELD PARK—10,775
RIDGEFIELD PARK BUS. MEN'S ASSN., E. J. Kroll, Ex. Secy.
RIDGEFIELD PARK C. OF C., Chas. Innes Brent.
RIDGEWOOD—25,283 — RIDGEWOOD C. OF C., Ernest V. Yates, Exec. Secy.
RIVERSIDE—8446 — STANLEY B. ASH, 310 Union Ave., Delanco. R-SB (x)
ROCKAWAY—5375 — ROCKAWAY AREA IND. COMM., Wm. Richards, Chm., First Natl. Iron Bk., 55 W. Main St. L-SB (x)
ROCKLEIGH — ROCKLEIGH IND. PARK, Fair Lawn Ind. Park, Inc., 16-05 Fair Lawn Ave., Fair Lawn, N. J. L-F
RUTHERFORD—20,458 — RUTHERFORD C. OF C., Geo. Weed, Ex. Secy., 16 Ames Ave.
SALEM—8944 — GRTR. SALEM C. OF C., Mrs. Mary E. Green.
SAYREVILLE—22,506
SAYREVILLE C. OF C., P. O. Box 1.
SECAUCUS—12,136 — MAISLIN BROS. TRANSPORTATION LINES, INC., Jack Lesikin, Gen. Sales Mgr., 400 Grace Ave.
SHREWSBURY—3224
SHREWSBURY IND. COMM., Michael A. Slovak, Chm., 23 Silverbrook Rd.
SOMERVILLE—12,493
SOMERVILLE C. OF C., T. H. Hogan.
SOUTH AMBOY—8379
CITY OF SOUTH AMBOY, Mayor Wm. E. O'Leary, John St.
SPRINGFIELD—14,446 — SPRINGFIELD C. OF C., I. Friedman, 269 Morris Ave.
SUMMIT—23,650
NATL. STATE BANK, Frank Kerrigan, 1 Maple St.
SUMMIT AREA C. OF C., W. R. Crane, Ex. Secy., 57 Union Place. L-SB
SUMMIT TRUST CO., Alfred Ely, 367 Springfield Ave. L-SB (x)
TEANECK—42,005
FLOYD H. FARRANT CO., 873 Teaneck Rd.
TEANECK C. OF C., Geo. A. Koller, Ex. Secy.
ALEXANDER SUMMER CO., John R. Day, V. Pres., 790 Queen Rd. L-SBF
TENAFLY—14,248 — TENAFLY C. OF C. A. R. W. Granito, Exec Secy.
TOMS RIVER
DOVER TWP. IND. COMM., G. P. Bauman, Chmn. L-SB (x)
OCEAN CNTY. PLAN. BD., Gene Cross, Plann. Dir., Washington St. L-SB (x)
TOMS RIVER C. OF C., J. C. Cummings, Dir., Horner St. L-SB (x),
TRENTON—114,015
AAA TRUCKING CORP., Richard S. Perry, Sales Mgr., 551 New York Ave.
GRTR. TRENTON C. OF C., Chas. R. Gardner, Ex. V. P., Front & Willow Sts. (8). L-SB (x)
MR. T. ARTHUR KARNO, SIR, 60 N. Montgomery St. (8).
MERCER CTY. IND. COMM., Frank J. Black, Dir., Court House (10). L-SB (x)
NEW JERSEY BUREAU OF COMM., Mr. A. R. Post, Chief. (25).
N. J. MFRS. ASSN., Leonard C. Johnson, Ex. Secy., 363 W. State St. (8).
N. J. STATE PROMOTION SEC., Richard J. Larkin, Chief, 520 State St. S-SB (x)
N. J. DEPT. OF CONSERV. & ECON. DEV., Mr. Richard J. Larkin, 520 E. State St.
STEPHEN SUSSNA ASSOC., PLANNING & ZONING CONS., Stephen Sussna, Pres., 225 E. Hanover St. L-S
TRENTON MARINE TERMINALS, INC.
UNION CITY—51,935
C. OF C. OF NORTHERN HUDSON CTY., William J. Downey, Pres., 408-36th St.
VAN HISEVILLE — JACKSON TWP. IND. CMTE., John Patrick, Municipal Bldg., New Egypt Rd. L-SB (x)
VENTNOR CITY—8486
VENTNOR CITY C. OF C.
VINELAND—37,609
R. A. BOZARTH TRUCKING, Butler & Lincoln Ave.
CITY OF VINELAND IND. CO., Chas. V. Reilly, Chm., City Hall. L-SBF (x)
GREATER VINELAND C. OF C., M. Murray Sternberg, Exec. Secy., 712 Landis Ave.
WASHINGTON—5702 — WASHINGTON C. OF C., Frederick R. Alleman, Sec.
WEEHAWKEN—13,315
PORT OF WEEKHAWKEN-EDGEWATER.
WESTFIELD—31,396
HILL & HILL, INC., Mr. Rob't. E. Hill, Sir, North Ave. at Elm St.
WESTFIELD C. OF C., Mrs. Audrey Wilson.
WEST NEW YORK—35,341
WEST N. Y. BD. OF TRADE, H. W. Juneman, Exec. Secy.
WESTWOOD—9028 — WESTWOOD C. OF C., A. A. Shoudy, Exec. Secy.
WHITEHOUSE
WHITEHOUSE BUSMN'S ASSN., William Bishop, Sec., Whitehouse Station.
WILDWOOD—4560 — GREATER WILDWOOD C. OF C., F. William Cole, Jr., Exec. Secy.
WILLIAMSTOWN — OLIVER W. PARK, RL. EST., BROKER, J. William Park, 18 N. Main St.
WOODBINE—2819 — WOODBINE C. OF C., Jules Rosenfeld, Pres.
WOODBURY—12,442
WOODBURY C. OF C., J. S. Holston.
WOOD-RIDGE—7938
FLOYD B. FARRANT, INC., Wood Ridge Natl. Bank Bldg. L-SBF
RAND REALTY CO., Box 175.
TERMINAL CONSTRUCTION CO., W. G. Bryan, Ind. Mgr., P. O. Box 175. R-SBF (x)
WOOD-RIDGE C. OF C., Albert C. Meyer, Secy., 261 Valley Blvd. L-SB (x)

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Industrial Representative
Monmouth County Planning Board
18 Court St., Freehold, N. J.
HO 2-1940

NEW MEXICO

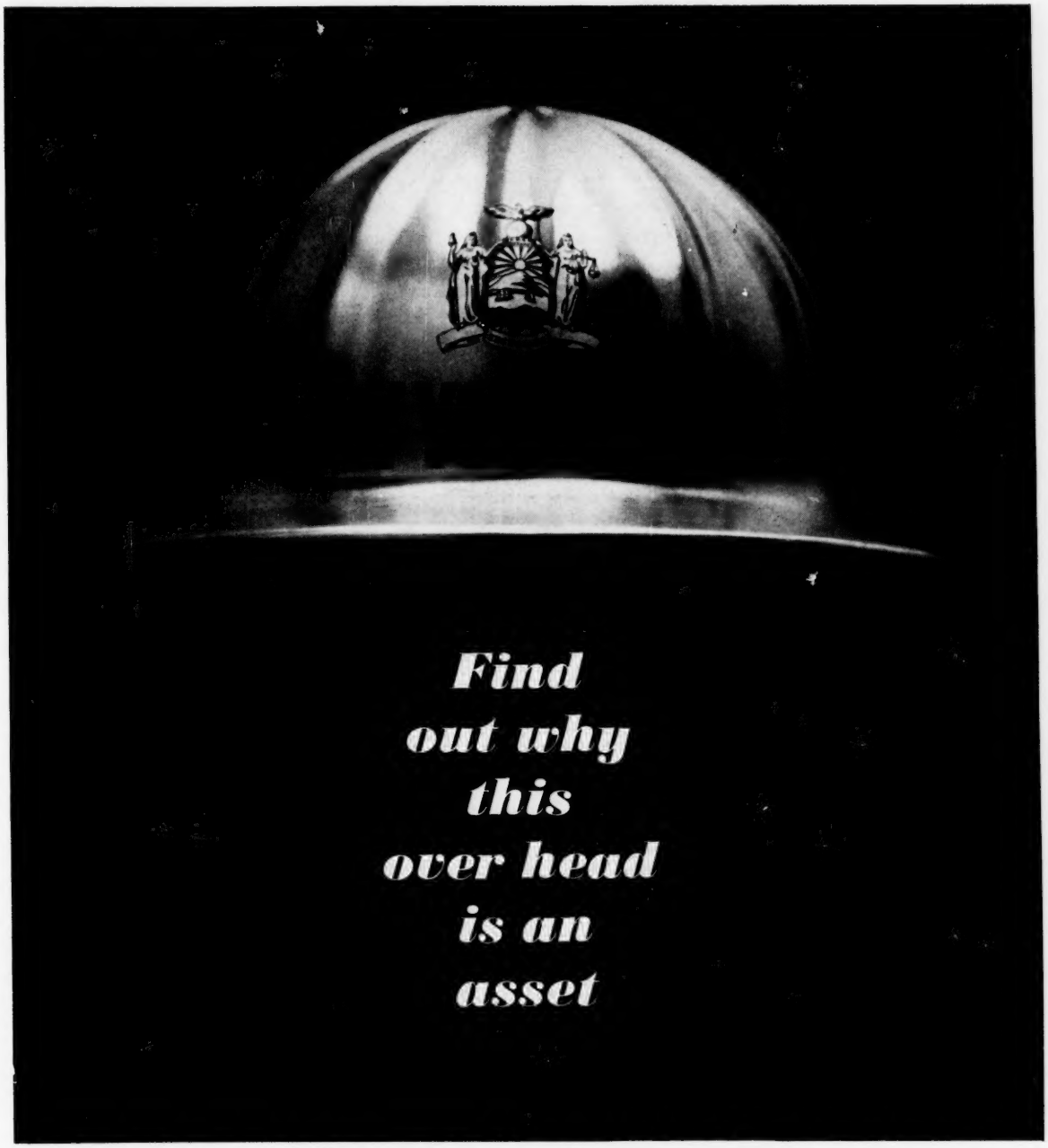
ALAMOGORDO—21,624
ALAMOGORDO C. OF C., J. Marion Bell, Mgr., P. O. Box 1292. L-SB (x)
ALAMOGORDO IND. DEV. CORP., Berl Huffman, Ex. Dir., Box 539.
***ALBUQUERQUE—198,711**
ALBUQUERQUE C. OF C., Area Action Dev. Comm., J. Robert King, Mgr., P. O. Box 502. L-SBF (x)
A. T. & S. F. RWY., G. C. Lyman, GF & PA, Santa Fe Station. S-SB (x)
N. M. MFRS. ASSOC., Chas. J. Koch, Secy., 4745 Gibson, S. E.
PUBLIC SERVICE CO. OF N. MEX., 424 Central Ave.
ANTHONY — ANTHONY C. OF C., Perla Darbyshire, Secy. L-SBF (x)
***ARTESIA—11,939** — ARTESIA C. OF C., Leo Butler, Mgr., 201 W. Main. L-SBF (x)
AZTEC—4112 — AZTEC C. OF C., Homer A. Gedney, Jr., Secy., 111 W. Checo. L-SBF (x)
BAYARD—2308
BAYARD C. OF C., John Stanley, Pres.
BELEN—4973 — BELEN C. OF C., Mrs. Martha Atkinson, Secy., Box 25. L-SBF
BLOOMFIELD—1287 — BLOOMFIELD C. OF C., C.M. Otto, Secy., Box 436.
CAPITAN
CAPITAN C. OF C., D. O. Murphy, Secy.
CARLSBAD—25,396
CARLSBAD C. OF C., Louis M. Whitlock, Mgr., P. O. Box 910. L-SBF (x)
CARRIZOZO—1523 — CARRIZOZO C. OF C., Johnson Stearns, Mgr. L-SBF (x)
***CLAYTON—3310**
CLAYTON UNION CTY. C. OF C., Jerry P. Aaron, Mgr., P. O. Box 476. L-SBF (x)
CLAYTON-UNION CTY. IND. DEV. CORP., Jerry P. Aaron, Mgr., Box 476. L-SBF (x)
CLOUDCROFT — CLOUDCROFT C. OF C., Mrs. Millicent Mershon, Secy. L-SBF (x)
CLOVIS—23,527 — CLOVIS C. OF C., Bob Spencer, Mgr., Box 152. L-SB
CLOVIS IND. DEV. COMM., Real Estate Bd., Box 711.,
DEMING—6710
DEMING C. OF C., Dorothy Wehmhoner, Secy., P. O. Box 8. L-SBF (x)
ESPANOLA—1963
ESPANOLA C. OF C., Kathleen Barth, Secy., P. O. Box 426. L-SBF (x)
ESTANCIA — ESTANCIA C. OF C., Jean Lokie, Secy., P. O. Box 137. L-SBF (x)

EUNICE—3514 — EUNICE C. OF C., Helen Harris, Mgr., P. O. Box 838. L-SBF (x)
FARMINGTON—23,658
FARMINGTON C. OF C., Cecil Black, Mgr., 116 W. Main. L-SBF (x)
FT. SUMNER—1745
FT. SUMNER C. OF C., V. J. Rogers, Mgr., P. O. Box 566. L-SBF (x)
GALLUP—13,918
GALLUP McKINLEY CTY. C. OF C., Wayne Baskin, Mgr., 2nd & Hill. L-SBF
U. S. BUR. OF INDIAN AFFAIRS, Wade Head.
GRANTS—10,226 — GRANTS & WES. VALENCIA C. OF C., Marvel Prestridge, Secy., P. O. Box 297. L-SB (x)
HOBBS—26,173
HOBBS C. OF C., Harry J. Nunan, Mgr., P. O. Box 1136. L-SBF (x)
N. MEX. ELECTRIC SERVICE CORP., 221 E. Dunham St. S-SBF
NEW MEXICO BANK AND TRUST CO., E. F. Howe, Pres.
JAL—3010 — JAL C. OF C., Mrs. Jo Gillit, P. O. Box 12. L-SBF (x)
LAS CRUCES—28,991
MESILLA VALLEY C. OF C., Jack King, Mgr., P. O. Box 689. L-SBF
LAS VEGAS—5917 — LAS VEGAS-SAN MIGUEL CTY. C. OF C., Fred Harris, Mgr., P. O. Box 148. L-SBF (x)
LORDSBURG—3386 — LORDSBURG-HIDALGO VALLEY C. OF C., Marguerite Codding, Mgr., P. O. Box BB. L-SBF
LOVINGTON—9619
LOVINGTON C. OF C., Mary Faulkner Payne, Mgr., P. O. Box 1347. L-SBF (x)
MORIARITY
MORIARITY C. OF C., Mike Anaya, Fin. Chem., P. O. Box 252. L-SBF (x)
MOUNTAINAIR
MOUNTAINAIR C. OF C., Everitt L. Christ, Sec., P. O. Box M. L-SB (x)
PORTALES—9675 — ROOSEVELT CTY. C. OF C., James E. Downey, Jr., Mgr., P. O. Box 488. L-SB (x)
***RATON—8071** — RATON C. OF C., Cliff M. Johnson, Mgr., P. O. Box 869. L-SBF (x)
ROSWELL—39,477
ROSWELL C. OF C., Frank J. Kaufmann, Mgr., P. O. Box 692. L-SBF (x)
RUIDOSO—1492
RUIDOSO C. OF C., Mrs. Emma Redmann, Secy., P. O. Box 714. L-SBF (x)
SANTA FE—34,351
N. M. DEPT. OF DEV., Fred W. Phelps, Dir., State Capitol Bldg. L-S
NEW MEXICO ECON. DEV. COMM., Mr. T. G. Peters, P. O. Box 706.
OLD SANTA FE ASSN., John Gaw Meem, Chm., P. O. Box 628.
SANTA FE C. OF C., Hugh M. Gray, Mgr., Box 1078. L-SBF (x)
SANTA FE ECON. DEV. COMM., L. J. Reynolds, Chm., Box 706.
SANTA ROSA—2204
SANTA ROSA C. OF C., Tony Zimmerman, Mgr., P. O. Box 367. L-SBF (x)
***SILVER CITY—6923** — SILVER CITY-GRANT CTY. C. OF C., Mrs. Judy Barron, Secy., 103 W. Broadway. L-SBF (x)
***SOCORRO—5263**
SOCORRO CTY. C. OF C., Natalie D. Arnold, Mgr. P. O. Box 463. L-SBF (x)
SPRINGER—1550 — SPRINGER C. OF C., James Garitson, Mgr. L-SBF (x)
TAOS—2157 — TAOS CTY. C. OF C., Col. Herschel Colbert, Box 15555. L-SB (x)
TRUTH OR CONSEQUENCES—4219
TRUTH OR CONSEQUENCES C. OF C., Helga M. Latham, Mgr., Ind. Comm., 114 Foch St., Box 31. L-SBF (x)
TUCUMCARI—4219 — TUCUMCARI C. OF C., H. H. Bryant, Pres., Box 187. L-SBF (x)
TULAROSA—3206
TULAROSA C. OF C., Myrtle C. Jones, Secy., P. O. Box 806. L-SBF (x)

NEW YORK

ALBANY—125,641
GRTR. ALBANY C. OF C., Rob't. M. Young, Gen. Mgr., 74 Chapel St., (7).
ALBANY PORT DIST. COMM., F. W. Dunham, Jr., Gen. Mgr., Administration Bldg., Port of Albany, (2). L-SB
DELAWARE & HUDSON R. R. CORP., K. C. Lewis, Mgr. of Real Est. & Ind. Dev., 413 D & H Bldg., (1). S-SB
EMPIRE STATE C. OF C., John J. Roberts, Exec. V. Pres., 174 Washington Ave., (10).
THE NATL. COMM. BANK AND TRUST CO., Arthur Cornelius, Jr., V. Pres., 60 State St.
N. Y. BUSINESS DEV. CORP., James R. Hanley, V. P. & Gen. Counsel, 11 N. Pearl St.
NEW YORK DEPT. OF COMMERCE, Keith S. McHugh, Comm'r., Ronald B. Peterson, Dir., Bureau of Ind. Dev., 112 State Street, (7). S-SBF (x)
JOHN VOGEL, INC., James Vogel, Vice Pres., 60 Broadway.
ALBERTSON — MID-ISLAND IND., Ellis Chingos, Owner, 840 Willis Ave. L-SBF (x)
ALBION—5126 — ALBION C. OF C., Wm. A. Monacelli, Ex. Dir.
ALDEN—2035 — ALDEN C. OF C., Frederic Sievenpiper, Pres.
ALEXANDRIA BAY—1566
ALEXANDRIA BAY C. OF C., Richard T. Powers, Secy., Market St. L-SBF (x)
AMITYVILLE
AMITYVILLE C. OF C., Mrs. Daisy Moore, Ex. Secy., 169 Park Ave.
AMSTERDAM—8295
AMSTERDAM C. OF C., Wm. C. Heck, Jr., Ex. Mgr., 20 Market St. L-SBF (x)
INDUSTRIES FOR AMSTERDAM, INC., Karl M. Kampf, Sec., Main Office & Hdq., 143 E. Main St.
NEW INDUSTRIES FOR AMSTERDAM, INC., John A. Kosinski, 29 E. Main St. L-SB (x)
ANGOLA—2495 — ANGOLA C. OF C. E. J. Moore, Pres., % The Duriron Co.
ANTWERP—872 — ANTWERP DEV. CORP.
AUBURN—35,197
AUBURN C. OF C., Robert A. Nelson, Ex. Mgr., 160 Genesee St. L-SB (x)
AUBURN IND. DEV. FOUND., INC., Frank S. Smith, Pres., 148 Genesee St. L-SB (x)
N. Y. STATE ELEC. & GAS. CORP., Frank S. Smith, Mgr., 24 North St. S-SB (x)
BABYLON—10,914 — BAYBLON C. OF C.
BALLSTON SPA—4924
BALLSTON SPA IMP. GROUP. L-SB (x)
***BATAVIA—18,173** — BATAVIA C. OF C., John V. Maloney, Mgr. L-SBF
BATH—6098 — BATH C. OF C., Dr. Frank E. Nicklaus, Pres.
BAY SHORE
GRTR. BAY SHORE C. OF C., INC., Mrs. V. Meier, Off. Secy., 8 W. Main St.
BEACON—13,730
BEACON C. OF C., Mrs. Margaret Schmitzer, Ex. Secy., 210 Main St. L-SB (x)
BINGHAMTON—75,207
BINGHAMTON C. OF C., Heath D. Andrews, Mgr., 66 Chenango St. L-SBF (x)
MARINE MIDLAND TRUST CO. OF SOU. N. Y., Herbert F. Milligan, V. P., 84 Court St. S-SBF
NEW INDUSTRIES FOR BINGHAMTON, INC., Kenneth H. Layer, Clerk, 66 Chenango St. L-SBF (x)
N. Y. STATE ELEC. & GAS CORP., E. W. Bartley, Mgr., Area Dev., 62 Henry St.
BLAUVELT — ROCKLAND IND. CTR., INC., Bernard J. Garber, V.P. L-SB (x)
BOLIVAR—1408
BOLIVAR IND. DEV. CORP.
BRONXVILLE—6805 — BRONXVILLE C. OF C., Chas. W. Mettler, Ex. Secy.
BROOKLYN —2,604,001
AMERICAN FREIGHTWAYS CO., INC., B. Masef, Traffic & Sales Coordinator, 518 Porter Avenue.
BROOKLYN C. OF C., Howard A. Swain, Ex. Secy., 26 Court St.
BROOKLYN UNION GAS CO., F. H. J. Rider, Mgr., 176 Remsen Street.
BUSH TERMINAL BLDGS. CO. IND. CITY, 269-37th St.
CONEY ISLAND C. OF C., Wm. A. Nicholson, Ex. Secy., 1017 Surf Ave., Coney Island.
DOWNTOWN BROOKLYN ASSN., Grover M. Moscowitz, Ex. V. P., 32 Court St.
FLATBUSH C. OF C., Benjamin J. King, Ex. Secy., 887 Flatbush Ave.
MR. BERNARD L. HEGEMAN SIR, 130 Clinton St., (1).
N. Y. DOCK CO., W. G. Roberts, V. P., 334 Furman St.
JOHN LO SCHIAVO, R. Massa, 3015 Avenue U, (29). L-SB
SHAWMUT TRANSPORTATION CO., INC., 273 Meserole Avenue.
UNITED HAULAGE COMPANY., 1902 Avenue L.
***BUFFALO—528,387**
B. A. W. CONSTRUCTION CO., George Weichmann, 84 Colorado Ave., (11).
BENDERSON DEV. CO., Nathan Benderson, Pres., 123 Franklin St., (2).
BOSS LINCO LINES, Victor J. Palisano, 226 Ohio St.
BUFFALO C. OF C., C. F. Light, Gen. Mgr., 238 Main St., (2). L-SB
BUFFALO MERCHANDISE WAREHOUSES, INC., Wm. L. Korzelius, V. P., 261 Great Arrow Ave., (7). L-BF
BUFFALO RLTY. CORP., Nathan Rovner, Pres., 1109 Liberty Bank Bldg., (2).
BUFFALO REDEVELOPMENT FOUND., INC., Robert L. Miller, Ex. Secy., 424 Rand Building, (3).
CONSOLIDATED FREIGHTWAYS, Mgrs. Liberty Motor Frt., Louis B. Bilinski, Gen. Sales Mgr., 2200 Harlem Rd.
ERIE COUNTY SAVINGS BANK, Dexter P. Rumsey, Pres., 16 Niagara St., (2).
GENEVA REDEVELOPMENT COMM., John M. Heinrich, Pres., 2065 Harlem Rd., (12).
GORDON HAYES, ARCHITECT, 250 Delaware Ave., (2).
GURNEY, BECKER & BOURNE, INC., Mr. Max Becker, SIR, 19 S. Division St.
HUNT RLTRS, Myron Hunt, 47 W. Huron, (2).
IROQUOIS GAS CORP., David L. Cownie, Jr., Engr. in Charge, 45 Church St., (2).
WILLIAM F. KIMBERLY & CO., INC., Mr. William Fiske Kimberly, Sir, 162 Franklin St., (2).
LIBERTY BANK OF BUFFALO, Robert Lang Miller, V. P., 424 Main St., (2).
MANUFACTURERS AND TRADERS TRUST CO., George A. Newbury, Pres., 284 Main St., (2).
MARINE MIDLAND CORP., Arthur B. Ziegler, Asst. Secy., P. O. Box 2006, (5).
MARINE TRUST CO. OF WESTERN N. Y., Francis A. Smith, Pres., Main & Seneca, (5).
NIAGARA FRONTIER PORT AUTH., 423 City Hall, (2).
PARKE, HALL & CO., Mr. Thomas L. Willis, Pres., Sir, 66 Niagara St., (2). L12-SBF (x)
PENNA. R. R. CO., T. C. Kirkland, Mgr. of Ind. Dev., 405 Seneca St.
FORREST READ & CO., Mr. Forrest G. Read, Sir, 70 Niagara St.
SAPERSTON REAL ESTATE CO., Mr. James W. Oppenheimer, Pres., Sir, 1001 Genesee Bldg, (2). N-SBF (x)
WALLACE TRANSPORT LTD., Robert Maxwell, Gen. Sales Mgr., 56 Indiana St.

WEST SENECA C. OF C., Wm. J. Daetsch, Jr., Atty., 4040 Seneca St., (24).
G. MORTON WOLFE, ARCH. & ENGR., 1377 Main St., (9).
CANAJOHARIE—2675 — CANAJOHARIE C. OF C., Michael P. Cory, Ex. Secy.
CANADAIGUA—9410
CANANDAIGUA C. OF C., Lester C. Boyce, Pres., Gibson St. L-SB (x)
CANANDAIGUA DEV. CORP.
CANASTOTA—4879 — CANASTOTA C. OF C., Michael Milmoe, Secy.
CANTON—5017
CANTON IND. PLAN. COMSN., Walter E. Russell, Chm., 61 State St. L-SBF
CANTON IND., INC., % Canton Indus. Planning Comsn., Walter E. Russell, Chairman, 61 State St. L-SBF (x)
CARTHAGE—4137
CARTHAGE C. OF C., Warren Gamble, Pres., 267 State St. L-SB (x)
CATSKILL—5770
CATSKILL C. OF C., INC., Alvin N. Applebaum, Pres. L-SB (x)
CATSKILL IND. DEV. CO., Alvin N. Applebaum, Pres., W. Bridge St. L-SF (x)
CHATEAUGAY—1099 — CHATEAUGAY C. OF C., Kenneth O'Neil, Secy.
CLAYTON—1969 — CLAYTON C. OF C., Anthony Zach, Pres. L-SB (x)
COHOES—19,994
COHOES C. OF C., C. T. Wright, Mgr.
COHOES IND. TERMINAL, INC., Fabius Schmerler, Mgr., N. Mohawk St.
COOPERSTOWN—2514
COOPERSTOWN C. OF C., E. T. Geddes.
CORNING—17,020
CORNING C. OF C., Albert S. Hinkle, Ex. Secy., 36 E. Market St. L-SB (x)
CORTLAND—19,111
CORTLAND CTY. C. OF C., Donald W. Bishop, Manager, 6 N Main St L-SB
CORTLAND CTY IND. DEV. CO., INC.
COXSACKIE—2836 — COXSACKIE C. OF C., Mary Donovan, Secy.
DELMAR
BETHLEHEM-ALBANY CTY. C. OF C., Harry S. Keelan, Pres., 343 Dela. Ave., Natl. Comm. Bk. L-S (x)
DOBBS FERRY—9191 — DOBBS FERRY C. OF C., Walter A. Milkulsky.
DOLGEVILLE—3037
DOLGEVILLE RLTY. CORP., Elton J. Hopson, Secy., 29 N. Main St. L-SBF (x)
DUNKIRK—18,203 — DUNKIRK C. OF C., John H. Daniels, Ex. Mgr. L-SB (x)
E. AURORA—6831 — E. AURORA C. OF C., F. F .Vanhorn, Secy.
E. HAMPTON—1725 — E. HAMPTON C. OF C., Betty Mosley, Secy.
***ELMIRA—46,355**
ELMIRA ASSN. OF COMM., J. Walker Owens, Gen., Mgr., 224 William St. L-SBF
ELMIRA ENTERPRISES, INC.
ENDICOTT—39,347 — GRTR. ENDICOTT C. OF C., Theodore M. Downing, Mgr., P. O. Box 210. L-SB (x)
FAR ROCKAWAY — C. OF C. OF THE ROCKAWAYS, George Wolpert, Ex. Secy., C. of C. Bldg., 19-20 Mott Ave.
FLORAL PARK—17,472
FLORAL PARK C. OF C.
FLUSHING
FLUSHING C. OF C., Haynes Trebor, Ex. Secy.
MASPETH C. OF C., Secy., 196-19 Horace Harding Exp. L-SBF (x)
FT. PLAIN—2786
FT. PLAIN COMMUNITY CLUB, T. P. Fahy, P. O. Box 269. L-SBF (x)
FT. PLAIN-NELLISTON IND. & DEV. CORP., Isiah Gaesler, Chm., P. O. Box 310. L-SBF (x)
FRANKFORT—3871
FRANKFORT C. OF C., James N. Durant.
FRANKLINVILLE—2101
FRANKLINVILLE C. OF C., Dana Gould, Treas., 27 Howard St.
FREDONIA—8431 — FREDONIA C. OF C., Albert M. Woodcock.
FREEPORT—34,263
FREEPORT C. OF C., Mabel Battin.
FULTON—14,150
FULTON C. OF C., James Turner, Ex. Secy., 115 S. First St. L-SBF (x)
GARDEN CITY—23,782 — LONG ISLAND ASSN., John D. Shuart, Man. Dir., 320 Old Country Road. L-SB (x)
GARNERVILLE
GARNERVILLE HOLDING CO., INC., David Lipman, Secy., Railroad Ave. L-SBF
W. HAVERSTRAW IMP. CO., David Lipman, Railroad Ave. L-SBF
GENEVA—17,112
GENEVA C. OF C., Phillip Tanguay, Exec. Secy., 53 Seneca. L-SBF (x)
GENEVA IND., INC.
GLEN COVE—23,717
GLEN COVE C. OF C., Raymond H. Pierce, Ex. Secy., % Glen Cove Nassau Trust Co.
GLENS FALLS—18,325
GLENS FALLS C. OF C., Harold W. Zenger, Ex. Secy., 206 Glen St. L-SBF
GLENS FALLS IND. PARK, Glens Falls C. of C., 206 Glen St. L-SBF
GLOVERSVILLE—21,550
GLOVERSVILLE C. OF C., Mrs. Anna D. Kukla, Ex. Secy.
FULTON CTY. COM. DEV. CORP., Anna D. Kukla, 21-23 Bleecker St. L-SBF (x)
GOSHEN—3777
GOSHEN C. OF C., Peter J. Devito, Ex. Secy., 60 Wickham Ave.
GOUVENEUR—4942
GOUVERNEUR C. OF C., Jack Ruderman, Pres., E. Main St. L-SB (x)
GOWANDA—3438
N. Y. STATE ELEC. & GAS CORP., O. H. Seymour, Mgr., 175 Water St.
GRAND ISLAND — GRAND ISLAND C. OF C., August Hein, Pres., East River Rd.
GREAT NECK—10,155
MYERS E. BAKER, 160 Middle Neck Road. R-SBF (x)
GREAT NECK C. OF C., Ruth A. Engelmann.
GREENWICH—2246
GREENWICH C. OF C. George M. Ernst.
GROTON—2132
GROTON C. OF C., H .M. Geisenhoff.
HAMBURG—9143
HAMBURG C. OF C., INC., Edith H. Hall, Secy., 59 Buffalo St.
HAVERSTRAW—5754
N. ROCKLAND C. OF C., Olive Ackerman.
HELENA
HELENA CIVIC ASSN., Georgena McKane, Secy. L-S (x)
HEMPSTEAD—34,568 — HEMPSTEAD C. OF C., Donald G. McLaren, Ex. Secy.
HENRIETTA
WILMORITE, INC., Page Airways Bldg., Scottville Rd.
HERKIMER—9368
HERKIMER BUS. MEN'S ASSN., Harrison J. Hummel.
HOOSICK FALLS—4003
HOOSICK FALLS C. OF C., Waller E. Robson.
HOOSICK FALLS COMM. FOR IND., INC., James Brahan, Secy., % H. F. Standard Press.
HORNELL—13,905
HORNELL BD. OF TRADE, Robert R. Kohnke, Secy., City Hall.
HORNELL ENTERPRISES, INC.
HORNELL IND. DEV. COMM., Sherman B. Schultz, Pres., 7 Seneca St. L-SBF (x)
HUDSON—10,955 — GREATER HUDSON C. OF C., G. J. Kramer, Exec. Sect'y, 506 Warren St. L-SBF (x)
HUDSON FALLS—7691
HUDSON FALLS C. OF C., Dr. Richard Clifford, Act. Secy.
HUNTINGTON—125,697
HUNTINGTON TWP. C. OF C., INC., Newell A. Lasher, Man. Dir., Carver & Green Sts., Box 388. L
KENNETH E. TURNER ASSOC., INC., Kenneth E. Turner, 787 Walt Whitman Rd.,
ILION—10,115
ILION RETAIL BUS. ASSN., E. W. Miller.
ISLIP — ISLIP C. OF C., Warren G. Huber.
ITHACA—28,744
DONALD I. BELCHER & ASSOC., Anthony S. Whayne, 119 E. Buffalo St.
ITHACA C. OF C., John L. Tiley, Mgr., 114 N. Aurora St. L-SBF
ITHACA ENTERPRISES, INC., % C. of C., Don Price, Pres. L-SBF (x)
JAMAICA
MAX GRUBER ASSOC., Maurice D. Gruber, Partner, 90-40 160th St., (32). L-SBF (x)
JAMAICA C. OF C., A. Nicholas Kobe, Ex. Secy., 89-31 161st St. (32).
LONG ISLAND R. R. CO., C. H. Stoutenburgh, Gen .Real Est. Agt. (x)
JAMESTOWN—41,476
JAMESTOWN AREA C. OF C., Mr. Murray S. Stephens, 101 West 5th Street. SBF (x)
JAMESTOWN AREA DEV. CORP., Oliver W. G. Erickson, Pres., 2 E. 3rd St. L-SBF (x)
JOHNSON CITY—19,084 — JOHNSON CITY C. OF C., Wm. H. Sliker, Mgr.
JOHNSTOWN—10,350
JOHNSTOWN C. OF C., George E. Langr, Secy., 32 W. Main. L-SBF (x)
KENMORE—21,162
LIBERTY MOTOR FREIGHT LINES, INC., J. M. McMahon, V. P., 1394 Military Road.
KINDERHOOK—1062
IND. FOR COLUMBIA CTY., Wm. H. Mitchell, Pres. L-SBF (x)
KINGSTON—29,778
KINGSTON AREA C. OF C., Albert Kurdt, Mgr., Gov. Clinton Hotel. L-SB (x)
KINGSTON IND. DEV. CORP., % C. of C., Governor Clinton Hotel.
STYLES EXPRESS, 71 Tenbroeck Avenue.
LACKAWANNA—29,572
LACKAWANNA C. OF C., John J. Moran, Ex. Secy., 724 Ridge Rd. L-S (x)
LAKE GEORGE—1014 — LAKE GEORGE C. OF C., Harold D. Leslie, Ex. Secy.
LAKE PLACID—2965 — LAKE PLACID C. OF C., Luke L. Patnode, Ex. Secy.
LIBERTY—4635
LIBERTY C. OF C., S. D. Lubin.
LIBERTY IND. DEV. CORP., % C. of C.
LINDENHURST — 20,794 — LINDENHURST C. OF C., Patricia Silber, Ex. Secy., 304 S. Wellwood Ave. L-SB (x)
LITTLE FALLS—8898
LITTLE FALLS CIVIC CLUB, Leon M. Dussault.
LITTLE FALLS IND. DEV. COMM.
LITTLE VALLEY C. OF C., W. E. Rezer.
LIVERPOOL—3483 — LIVERPOOL C. OF C., James B. Taynton, Secy.
LOCKPORT—26,370
LOCKPORT C. OF C., Walter H. Pond, Ex. Secy., 429 Bewley Bldg. L-SB
LONG ISLAND CITY
HERBERT CALLMAN CO., INC., Mr. Henry M. Levien, Sir, 29-34 41st Ave.
MURAL TRANSPORT, INC., Alexander Shapiro, 2900 Review Avenue.
QUEENSBOROUGH C. OF C., James J. Thorton, Ex. V. P., 24-16 Bridge Plaza, S.
LYNBROOK—19,793
LYNBROOK BD. OF TRADE, Marguerite Townsend, Ex. Secy.
***LYONS—4627**
LYONS C. OF C., Paul A. Volcker, Secy., 114 William St. L-SB (x)
MALONE—8704
TOWN OF MALONE, Leo J. Tobey, Superv., 8 E. Main St. L-SB (x)
MAMARONECK—17,613
MAMARONECK C. OF C., John. T. Breunich, Exec. Sect. C. of C., 154 W. Boston Post Road. L-SB (x)



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MANCHESTER—1345
TWIN CITIES DEV. CORP., % C. of C.

MANHASSET
WALTER O'MELIA CO., Cleveland James, V. P., 1295 N. Blvd. L-SBF (x)

MASSENA—15,417
MASSENA C. OF C. L-SB (x)
ST. LAWRENCE SEAWAY DEV. CORP., L. M. Hale, Dir. of Off. of Spec. Operations, P. O. Box 213. N-S (x)

MAYBROOK—1340
MAYBROOK IND. DEV. COMM., Charles A. Reynolds, Pres. Heard Ave. L-SB (x)
MAYBROOK IND. TERMINAL, INC., Charles A. Reynolds, Pres., Box 531. L-SB (x)

MECHANICVILLE—6754 — MECHANICVILLE AREA C. OF C., 116 Park Ave.

MEDINA—6645
MEDINA C. OF C., Bernard E. Hart, Ind. Dev. Comm., Cook Bldg. L-SB (x)

MERRICK — MERRICK C. OF C., Donald Grahame, Secy., Box 53.

MERICO—1459 — MEXICO C. OF C., Elmer Jenks, Pres. L-SB (x)

MIDDLETOWN—23,364
MIDDLETOWN C. OF C., R. F. Giles, Ex. V. P., 10 King St. L-SB (x)
MIDDLETOWN IND. EXP. CORP., R. F. Giles, Ex. V. P., 10 King St. L-SB (x)
MIDDLETOWN IND. PARK, Middletown Ind. Expan., Inc., 10 King St. L-SB (x)

MINEOLA—20,360 — LONG ISLAND LIGHTING CO., Ind. Dev. Div., Edgar V. Gray, Mgr., 230 Old Country Road.

MONROE—3290
ORANGE CTY. SITE PLACEMENT SERVICE, T. H. Hansen, Pres. L-SB (x)

MONTGOMERY—1271
WALLKILL VALLEY IND. DEV. ASSOC., Wm. Locke, Pres. R-SB (x)

MONTICELLO—3223
MONTICELLO C. OF C., Jack Thaw, Ex. Secy.
MONTICELLO IND. DEV. CORP., % C. of C.

MT. VERNON—75,491 — MT. VERNON C. OF C., Abbot Noble, Pres.

NEWARK—12,838
NEWARK C. OF C., John D. Meyers.

NEWBURGH—30,964
BEREA IND. TERMINAL, Panarello & Hudson, Inc., Ind. Rltrs, N. Plant St. L-SF (x)
PROVAN PETROLEUM TRANSPORTATION CO., Fred J. Provan, Pres., 210 Mill St.
MR. EDWARD P. SKYER, SIR, 656 Broadway. L-SBF

NEWPORT—825
KUYAHOORA VALLEY RLTY. & IMP. CLUB, Roland McLean, Pres. L-SBF (x)

NEW ROCHELLE—76,474
NEPTUNE WORLD-WIDE MOVING, Henry Kirschenbaum, V. P., 55 Weyman Ave.
NEW ROCHELLE CIVIC & COMM. ASSN., Arthur P. Sutty, Jr., Ex. Secy., 238 Huguenot St. L-SB (x)

NEW YORK—7,710,346
AETNA IND. CORP., Mr. W. W. Weismann, Ch. of Bd., 565 Fifth Avenue, (17).
AMERICAN BRAZILIAN ASSN., INC., 22 W. 48th St.
AMERICAN DOCK AND POUCH TERMINAL, 17 State Street, (4).
AMERICAN ELEC. POWER SERV. CORP., L. L. Davis, Vice Pres., 2 Broadway, (8). S-SB (x)
AMERICAN ELEC. POWER CO., INC., 30 Church St., (8).
AMERICAN & FOREIGN POWER CO., Mr. S. A. LaFaso, 2 Rector St.
ARGENTINE AMERICAN C. OF C., 11 Broadway.
ASSOCIATED TRANSPORT, INC., E. I. Kleinmetz, Mgr. Sales Research & Dev., 380 Madison Ave., (17).
ASTOR ESTATE, 535 5th Ave.
ATLANTIC COAST LINE R. R. CO., Julian H. Lines, Asst. to Pres., Rm. 805, 342 Madison Ave., (17). R-SB (x)
AVENUE OF THE AMERICAS ASSN., Willard Henlein, Ex. Secy., 1100 6th Ave., (36).
BAHAMA DEVELOPMENT BD., Attn. Mr. Thather, Mgr., 620 5th Avenue.
BALTIMORE & OHIO RAILROAD, George E. Ference, Ind. Dev. Agt., 25 Broadway, (4). R-SB (x)
BANCO NATIONAL DE CUBA, Mr. Daniel Del Rio, V.P., 40 Wall St.
BANK OF MONTREAL, 64 Wall St.
BANK OF NEW YORK, A. C. Simonds, Jr., Pres., 48 Wall St.
BANK OF THE MANHATTAN CO., L. C. Marshall, Pres., 40 Wall St., (5).
BANK OF NOVA SCOTIA, C. G. Webster, Gen. Agt., 37 Wall St.
BANKERS FEDERAL SAVINGS & LOAN, C. H. Minners, Pres., 24 John, (38).
BANKERS TRUST CO., Real Est. Div., 16 Wall St., (15).
CLINTON M. BELL, 7 East 42nd Street. L-SB (x)
BERMUDA TRADE DEV. BOARD, Att. Advertising Dept., 620 Fifth Avenue, (20).
BIGELOW, KENT & WILLARD CO., Robert W. Kent, 60 E. 42nd St., (17).
FRANK G. BINSWANGER, INC., Frank G. Binswanger, Pres., 270 Madison Ave. N-SBF (x)
BOOZ, ALLEN & HAMILTON, James L. Hamilton, Sr., Partner, 380 Madison Ave., (17).
BRAZILIAN GOVT. TRADE BUR., 551 5th Ave.
BRITISH CONSULATE-GENERAL, Mr. F. J. Pelley, 90 Park Avenue.
BROADWAY ASSN., T. J. McInerney, Man. Dir., 250 W. 57th St., (19).
BRONX BD. OF TRADE, Eugene T. Lynn, Ex. Secy., 349 E. 149th St., (51).
BRONX C. OF C., Arthur A. Walsh, Ex. Secy., 260 E. 161st St., (51).
BROOKS, HARVEY & CO., Mr. Edmund J. McRickard, Sir, 41 East 42nd St., (17).
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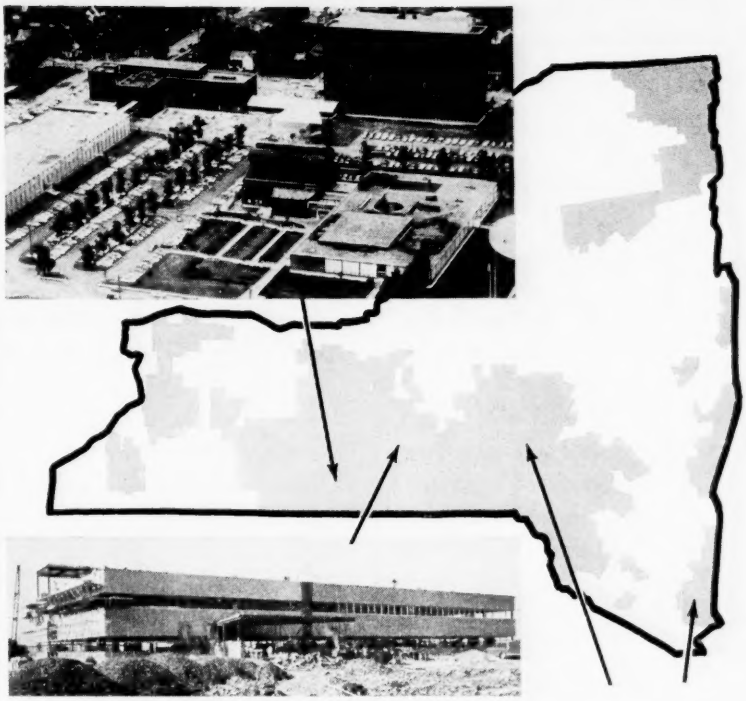

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WESTBURY IND. DEV. CORP., Abraham Shames, Pres., Brush Hollow Rd. L-SBF (x)
WESTBURY IND. PARK, Westbury Ind. Dev. Corp., Brush Hollow Rd. L-SBF (x)
WESTFIELD—3839
WESTFIELD C. OF C., Roy H. Cleveland, Ex. Secy., 26 Pleasant Ave. L-SB
WEST HAVERSTRAW—4997
WEST HAVERSTRAW IMPR. CORP., David Lipman, V. Pres., Railroad Ave.
WEST SENECA — WEST SENECA C. OF C., Robert Bartels, Mgr., 1800 Union Rd.
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HOME TOWN IMP. CORP., Chas. E. Cooke, Jr., Pres., 86 Williams St. L-SBF (x)
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New York State's "Best Balanced Community" offers—a diversified industrial climate . . . good livability . . . fine home sites as well as excellent plant sites . . . we have what you need for lower operating costs, higher profit production.

CONSIDER THESE PLUS FACTORS

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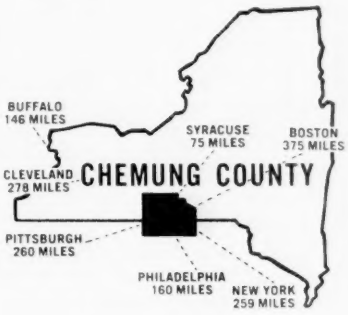

Contact in confidence
J. WALKER OWENS
General Manager

CHEMUNG COUNTY INDUSTRIAL DEVELOPMENT BOARD
224 William Street, Elmira, N.Y.
RE 4-5137

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Stable, progressive, and favorable to new industry

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FOR COMPLETE INFORMATION WRITE
Phil Clarke, Manager
INDUSTRIAL
DEVELOPMENT DIVISION

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Chamber of Commerce
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ANGIER DEV. CORP., L. W. Talton, Pres.
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MR. GEORGE W. BEVERLY, RLTR., 4 Vanderbilt Pl.
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BANNER ELK
AVERY CTY. C. OF C., Ivan Stafford, Secy.-Treas.
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BEAUFORT & MOREHEAD R. R. CO.
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BLACK MOUNTAIN C. OF C., George E. Moray, Exec. Secy.
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BOSTIC COMMUNITY BETTERMENT CLUB, Charles Morgan, Pres.
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BREVARD C. OF C., Cecil J. Hill, Pres.
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CLIMATE MAKERS

Busy creating a climate for industrial growth in their progressive city, these four decision-makers* are typical of how more than 200 community development groups operate in North Carolina.

These groups use top community leaders to work directly with expanding industries in coordinating and providing for all their local needs—site locations, buildings, utilities, manpower data, city and county services. They help with streets, housing, schools, hospitals and everything that creates a growth climate for industry.

(*Chairman of Industrial Committee, Chamber of Commerce Executive, Chamber President and Mayor)

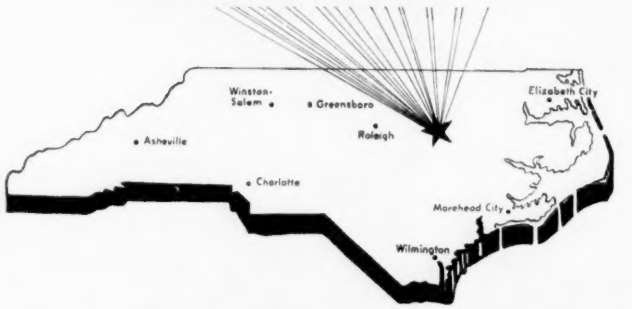
North Carolina's 18-man team of location engineers in the State Department of Conservation and Development maintains direct contact with each of these groups. When you work with a North Carolina community you may be sure it is ready to welcome your plant, and **make it grow.**

Communicate in confidence with Governor Luther H. Hodges, Chairman of the Board of Conservation and Development, Raleigh, North Carolina.

NORTH CAROLINA

PITT COUNTY

NORTH CAROLINA



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- INDUSTRIAL SITES — Planned and reasonably priced spacious sites with room to grow in Greenville and other towns of the County.
- NATURAL RESOURCES — Forest and agricultural resources which have consistently figured prominently in both State and National rankings.
- EDUCATION — Greenville in Pitt County is the home of East Carolina College, the 4th largest college in the State with an enrollment of 4,559.
- FINANCIAL — Pitt County is in a sound financial condition and has one of the lowest tax rates in the State.

We offer an environment essential to industrial growth with an intelligent and stable labor force accustomed to harmonious labor management relations, warm Southern hospitality, sound progressive City and County Governments, and a mild climate.

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PITT COUNTY DEVELOPMENT COMMISSION

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CLARKTON — CLARKTON COMM. DEV. CORP., Harry H. Price, Pres.

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DUNN INVESTORS, INC., E. C. Aldridge, Pres., % C. of C.

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COMM. OF 100, James A. Latta, Dir., P. O. Box 1107.
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KENLEY DEV. CORP., E. Y. Wilkinson.
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KERNERSVILLE IND. DEV. CORP., Gilmer Dillon, Secy.-Treas.
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KINGS MOUNTAIN C. OF C., Dr. L. T. Anderson, Secy.-Treas.
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KINSTON DEV. CORP., Chas. L. McCullers, Box 194. L-SBF
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LAURINBURG & SOUTHERN R. R. CO.
LAURINBURG C. OF C., INC., Glenn F. Webb, Mgr. L-SBF (x)
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LEXINGTON IND. CORP., J. W. McLendon, Pres., Box 456. L-F (x)
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LOUISBURG-FRANKLIN CTY. DEV. CORP., James M. Allen.
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MOCKSVILLE C. OF C., E. C. Morris, Chem.
MOCKSVILLE IND. COMM., E. C. Morris, Pres. L-SBF (x)
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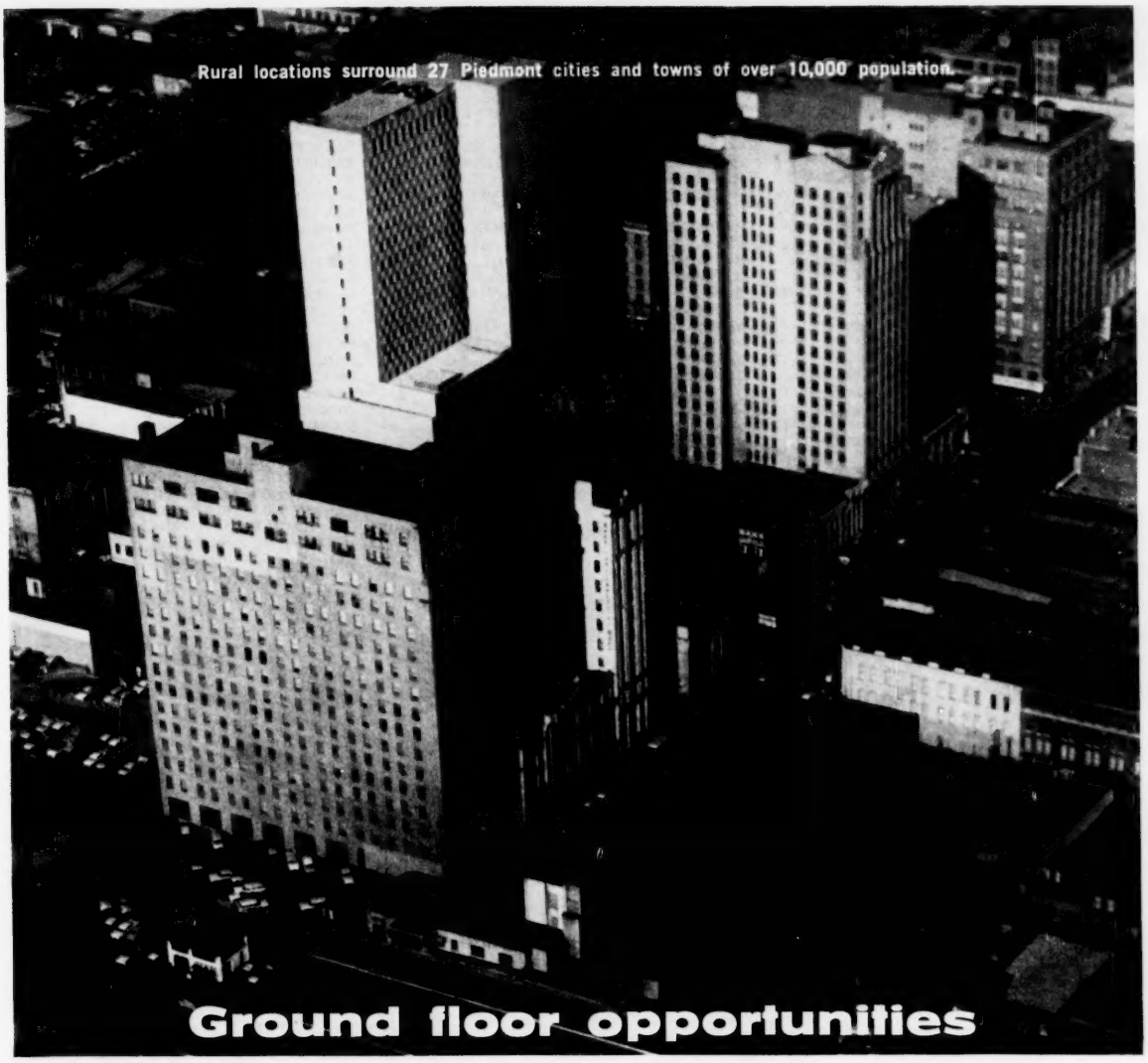
MURPHY C. OF C., N. H. Barnes, Ex. Secy.
NASHVILLE—1413
NASHVILLE C. OF C., John M. McNair, Pres. L-SB (x)
NASHVILLE IND. DEV. CORP., John W. Sustare, Pres. L-BF (x)
NEW BERN—15,716
NEW BERN C. OF C., Olin Wright, Secy.
NEW BERN IND., INC., Olin Wright, Secy.
NEWLAND — AVERY CTY. C. OF C., S. B. Lacey, Jr., Secy.-Treas.
NEWTON—6623 — NEWTON-CONOVER C. OF C., Mrs. Sam Warlick, Ex. Secy.
N. WILKESBORO—4195
N. WILKESBORO IND. DEV. CORP., D. V. Deal, Chm., % C. of C. L-SBF (x)
WILKES C. OF C., Rhodes R. Batson, Mgr., 412 8th St., Box 669. L-SBF (x)
OLD FORT — OLD FORT C. OF C., Jerry M. Snyder, Secy., Catawba Ave. L-S (x)
OXFORD—6933
GRANVILLE CTY. C. OF C., Fanny E. Pwen, Secy. L-SB
OXFORD FUTURE IND., T. H. Yancey, Pres., % C. of C.
PEMBROKE—1356 — PEMBROKE C. OF C. AND AGRI., John H. Samspon, Pres.
PINEHURST — PINEHURST, INC., Richard S. Tufts, Pres.
PINETOPS—1353
PINETOPS DEV. CO., C. A. Holiday, Pres.
PITTSBORO—1200 — PITTSBORO DEV. CORP., W. H. McAllister, Jr., Pres., Bk. of Pittsboro. L-SBF (x)
PRINCETON — PRINCETON DEV.



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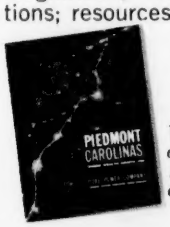
**Industrial Development, May, 1960*
***Dun's Review, July, 1960*



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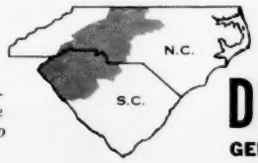

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RANDLEMAN C. OF C., J. L. Coble, Sec.
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RICH SQUARE C. OF C., Vernon E. Taylor, Sec.-Treas.
RICH SQ. IMPR. CORP., C. J. Freeman, Pres., % C. of C.
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ROBBINS DEV. CORP., T. B. Hopper, Pres.
ROBBINS MERCHANT'S ASSOC., J. C. Myers, Jr., Pres.
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GRAHAM CTY. R. R. CO.
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ROBERSONVILLE C. OF C., D. M. Hardison, Pres.
ROBERSONVILLE DEV. CORP., James E. Gray, Sec.
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ROCKINGHAM IND. DEV. CORP., Richard E. Smith, Secy.
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ATLANTIC & WESTERN RWY. CO.
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SMITHFIELD IND., INC., M. Brock Wilson, Pres., Box 809. L-SBF (x)
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SOUTHERN PINES IND. COMM., Robt. A. Spence, Pres., % C. of C.
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SPARTA C. OF C., James Allen, Jr., Secy.
SPENCER—2888 — SPENCER C. OF C. Fred Chandler, Jr., Pres.
SPINDALE—4073 — SPINDALE MERCHANT'S ASSOC., Harold E. Melton.
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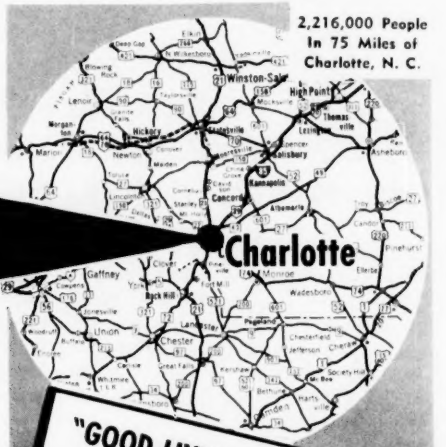

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TABOR CITY—2343
TABOR CITY IND. DEV. ENTERPRISES, INC., Frank C. Norris, Secy., % C. of C.
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TARBORO IND. DEV. BD., Peyton Beery, Ex. Dir., Bridgers St. L-SBF (x)
TARBORO MERCHANTS ASSN. & C. OF C., H. W. Mull, Ind. Comm.
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ALEXANDER DEV. CORP., C. D. Deal, Pres.
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WAKE FOREST C. OF C., J. A. Hartsfield, Ex. Secy., Box 647. L-S (x)
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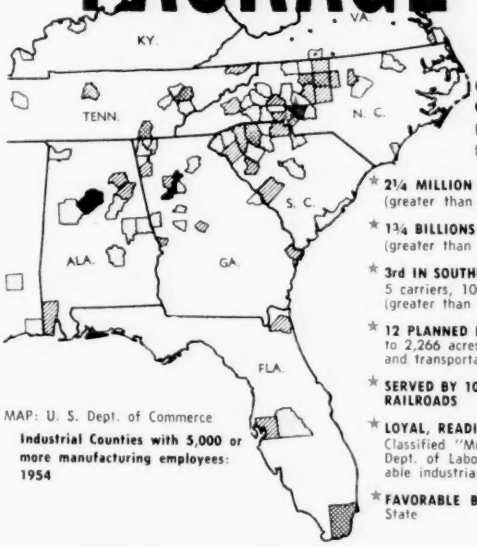
Charlotte: SURPRISE PACKAGE OF THE NATION



MAP: U. S. Dept. of Commerce
Industrial Counties with 5,000 or more manufacturing employees: 1954

Charlotte, largest city in the Carolinas, is the key city in the South's greatest industrial concentration.

- ★ **2¼ MILLION PEOPLE IN A 75 MILE RADIUS** (greater than Atlanta, Kansas City, Minneapolis)
- ★ **1¾ BILLIONS IN WHOLESALE SALES** (greater than Birmingham, Miami, Richmond)
- ★ **3rd IN SOUTHEAST IN AIR PASSENGERS BOARDED** 5 carriers, 100 flights daily (greater than Baltimore, Ft. Worth, Memphis)
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- ★ **LOYAL, READILY-TRAINABLE LABOR** Classified "Moderate Labor Surplus" by the U.S. Dept. of Labor, with an additional 11,380 available industrial employees in 7 adjacent counties.
- ★ **FAVORABLE BUSINESS CLIMATE** in City, County, State

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WILMINGTON IND. PRK., Wilmington Ind. Bldgs., Inc., % Comm. of 100, P. O. Box 1698.
WILMINGTON STATE DOCKS, A. C. Smith, Operations Mgr.
WINSTON-SALEM SOUTHBOUND R. R. CO.
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WILSON IND. COUNCIL, Box 728, 608 Nat'l. Bk. Bldg. L-SBF
WINDSOR
CAROLINA SOUTHERN RWY. CO.
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ZEBULON IND. DEV. CORP., % C. of C.

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N. DAK. RESEARCH FOUND., Mr. Alex C. Burr, Dir. Research, The Capitol Bldg.
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DEVILS LAKE C. OF C., E. Duane Harder, Mgr., Memorial Bldg. L-SBF (x)
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FARGO IND. DEV. CORP., E. G. Schultz, Box 311. L-SB
GRTR. N. DAK. ASSN., Lyle Swigart, Ex. V. Pres., P. O. Box 1781. S9-SB (x)
GRAFTON—5875 — GRAFTON C. OF C., Donald O. Numedahl.
GRAND FORKS—34,256
GRAND FORKS C. OF C., Amos Martin, Mgr., Box 869.
HETTINGER—1759
HETTINGER C. OF C., Bill McIntyre, Mgr.
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MANDAN C. OF C., John I. Rovig.
MINOT—30,277
GRTR. N. DAK. ASSN., W. E. Keller, Chm. Ind. Comm., Box 112.
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ROLLA—1418
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AKRON C. OF C., Welcome Neidhart, Ind. Dir., 201 Delaware Bldg., (8). L-SB (x)
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FRANK KRAUSE, INC., Mr. Frank Krause, Sir, 118 W. Bowery St., (8).
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ALLIANCE DEV. CORP., Glenn Allen, Ex. Secy., First Nat'l. Bank Bldg.
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MORGAN ENGR. CO., W. H. Morgan, Jr., Pres., 500 Broadway.
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ASHLAND IND. DEV. CORP., Don E. Beattie, P. O. Box 391. L-SBF (x)
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ASHTABULA AREA C. OF C., A. C. Patterson, Mgr., 4626 Main Ave. L-SB
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OHIO POWER CO., Robert L. Wolf, Dir. of Area Dev., 301 Cleveland Ave., S. W., (2). S-SB
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CHILLICOTHE AREA C. OF C., Richard E. Midden, Mgr., 85 W. Main St. L-SBF
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CINCINNATI GAS & ELEC. CO., R. B. McClure, Mgr. Ind. Dev. Div., 4th & Main Sts. L-SB (x)
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O. K. TRUCKING CO., 1810 South St.
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IRWIN I. ROTH, INC., Irwin I. Roth, Pres., Sir, 501-3 Krippendorf Bldg., 628 Sycamore St., (2).
TRAILMOBILE, INC., Rufus B. Jones, Asst. to the Pres., 31st and Robertson.
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THE WOOD RLTY. CO., 1417 Carew Tower.
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CIRCLEVILLE AREA C. OF C., Darrell Hatfield, Ex. Secy., 157 W. Main St. L-SBF
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CENTRAL NATL. BANK OF CLEVELAND, John F. Schreier, Ind. Dev. Dept., 1426 Euclid Ave.
CLEVELAND C. OF C., Edward P. Hanak, Mgr. Ind. Dept., 400 Union Comm. Bldg.
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DYER ENGINEERS, INC., Union Commerce Bldg., (14).
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NICKEL PLATE RD., Martin H. Markworth, Ind. Comm'r., 1401 Terminal Tower, (1). R-SB (x)
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WESTERN EXPRESS CO., William F. Smith, Vice Pres., Sales, 1277 E. 40th St.
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BATTELLE MEM. INSTITUTE, Richard J. Lund, Asst. Tech. Dir., 505 King Ave.
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LORAIN COUNTY OHIO

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DELPHOS CIVIC CLUB, William B. Gladen, Secy., Commercial Bank Bldg. L-SBF

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FINDLAY AREA C. OF C., John Krizan, Ex. V. Pres., 118 E. Sandusky St. L-SB

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FOSTORIA C. OF C., Robert H. McIntire, Ex. Mgr., 1st Natl. Bank Bldg.
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GIRARD C. OF C., Adam Andrews, Ex. Sec'y., L5 E. Liberty St. L-SB

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CENTRAL OHIO VALLEY IND. COUNCIL, Clarence W. Feil, Pres., Ohio Power Co.
IRONTON BD. OF TRADE, E. B. Adams, Man. Dir.

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JACKSON C. OF C., Quiller F. Scott, Secy.-Treas., Box 111.
JACKSON IND. COMM., Quiller F. Scott, Chm., Box 111.

KENT—17,748 — KENT C. OF C., H. Bruce LeGrande, Ex. Secy., N. Water St.

KENTON—8747 — KENTON C. OF C., W. T. Augur, Ex. Secy., 114 N. Detroit St.

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MR. CHESTER O. PORTER, SIR, 124 East Market St.

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LONDON—6368
LONDON AREA C. OF C., Jack Schweinsberg, Gen. Mgr., 26 High St. L-SBF

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MANSFIELD AREA IND. GROWTH, INC., EMPIRE IND. PRK., Wm. L. McCarty, Mgr., 28 Park Ave., W. L-SBF
MANSFIELD AREA C. OF C., Robt. G. White, Mgr., 28 Park Ave., W. L-SBF

MARIETTA—16,678 — MARIETTA C. OF C., John M. Penrose. L-SB

MARION—37,058 — MARION C. OF C., Hugh E. Webster, Ex. Secy., Box 448.

MARTINS FERRY—11,883 — MARTINS FERRY BD. OF TRADE, W. V. Frazier, Jr.

MASSILLON—31,029
MASSILLON C. OF C., James H. Alexander, Exec. Secy., 810 Ohio Merchants Bldg., Lincoln Way, E. L-SB (x)

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MEDINA—8227
AKRON-CHICAGO TRANSP. CO., INC., Ralph R. White, Dir. of Sales, 530 Wadsworth Road.
MEDINA C. OF C., Chas. H. Griesinger, Mgr. L-SB

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MIDDLETOWN C. OF C., Richard W. Slagle, Exec. V. Pres., Manchester Hotel Bldg.
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NEWARK C. OF C., C. A. Milliken, Mgr., 36 W. Church St. L-SBF

NEWCOMERSTOWN—4266
C. OF C. IND. COMM., Cecil Haver, 149 S. River St. L-SB

NEWTON TOWNSHIP
AVONDALE IND. AREA, Dev. Comm. of Zanesville & Muskingum Cnty., Fred Merrell, Exec. Dir., 47 N. Fourth St., Zanesville, Ohio.

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NORWALK C. OF C., Jess R. Stevens, Ex. Secy., Huron Cty. Bk. Bldg.
NORWALK TRUCK LINE CO., Mathew H. Kolbe, Treas.

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OBERLIN—8168 — OBERLIN C. OF C.

OAK HILL—1739
GRANT TRUCKING, INC., Darrell D. Detty, Pres., P. O. Box 637.

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OXFORD—7796 — OXFORD C. OF C., Corliss P. Becker, Ex. Secy.

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PAINESVILLE C. OF C., Mrs. Elizabeth Jobe, 30 S. St. Clair St.

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PIQUA C. OF C., C. M. Sims, Man. Dir.

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PORT CLINTON C. OF C., Reed Hosler.

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RAVENNA—10,864
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STATE OF OHIO

DEPARTMENT OF INDUSTRIAL AND ECONOMIC DEVELOPMENT

NEWS LETTER

MICHAEL V. DISALLE
GOVERNOR

KODER M. COLLISON
DIRECTOR

700 BRYDEN RD., COLUMBUS 15, O.

Volume I No. I

NEWS LETTER MAKES BOW . . .

This is the first edition of the News Letter of the Ohio Department of Industrial and Economic Development. The News Letter will be published only when the Department has something new to report or say in the field of industrial and economic development -- it will not be published at regular, specified intervals. So we suggest that when you see this yellow pamphlet crossing your desk, it may be worth your while to take time out to give it a closer look.

OHIO DEVELOPMENT DEPARTMENT YEAR OLD . . .

The Ohio Department of Industrial and Economic Development is entering its second year of activity in a broad program designed to promote the future orderly growth of the Buckeye State.

The Department came into being November 4, 1959, as a result of legislation enacted by the 103rd General Assembly of Ohio. Its first year of activity has been marked by a gigantic fact-finding effort to try to help industrialists who want to locate or expand in Ohio and trying to get set to handle the variety of assignments handed it by the Ohio Legislature.

These assignments include the following fields of activity:

1. Industrial and Economic Development.
2. Recreational, historical, agricultural and tourist promotion.
3. Long range water planning for the state.
4. Coordination of atomic energy activities.
5. Official state planning agency, administering federal grants.
6. Interim Commission on Education Beyond the High School.
7. Information clearing house for all state agencies.
8. Community development assistance.

The director of the new Department is Koder M. Collison, who was appointed to the post by Governor Michael V. DiSalle some two months before the new branch of state government even came into being. The 50-year-old Mr. Collison is a veteran of industrial and economic development work, having spent nearly a quarter of century in this field with the Pennsylvania Railroad. He also served as director of the Springfield, O., Development Council and was manager of the Industrial and Business Expansion Department of the Dayton, O., Area Chamber of Commerce.

To carry out the variety of assignments, the Department has been organized into the following divisions:

Division of Economic Research -- It evaluates economic conditions, recommends future courses of actions; will prepare an annual statistical abstract (first one is due this fall) and an annual economic report to the Governor. Also cooperates with state and private universities in research in various fields. The division is headed up by John R. Ervin, an economist formerly on the faculty of Ohio State University.

Division of Industrial Development -- Primary aims are to attract new industry and to help existing industry expand. Assists local communities with development and planning programs. Also operates state's first official planning agency which currently is handling numerous requests for planning assistance under Federal Housing Act's 701 Planning Assistance Program. Services industry with plant location data, including available sites, buildings, taxes, transportation, utilities, labor supply and skills, wage rates, financial assistance and legal requirements.

Acts as liaison agent between inquiring industrialists and various other development groups in state. Makes personal calls on industrialists, arranges field trips, etc. Is precluded by law from recommending one site over another, and maintains the strictest confidence in all negotiations. Heading up the division is Charles F. Heath, a career public servant who was with the Ohio Development and Publicity Commission, a forerunner of the present Department.

Division of Travel and Recreation -- Charged with promoting the whole state of Ohio with special emphasis on recreation and tourist attractions. Serves as informational clearing house of state government, answering an average of 400 mail queries per day. Publishes brochures and other printed matter and services communications media with steady stream of publicity on State of Ohio. Maintains a photographic department and voluminous file of pictures on all phases of Ohio activity. Established travel information booths on an experimental basis this past tourist season and plans to expand program for 1961. Division is headed up by Paul J. Sherlock, former newspaper man who has been promoting Ohio recreation and tourism for 15 years.

NEW PLANT OR EXPANSION DAILY . . .

Almost every day a new plant locates in Ohio or an existing one expands its facility, adding to the growing diversification that is Ohio's industrial complex. The Ohio Department of Industrial and Economic Development reports that 306 firms either located new plants or expanded existing ones in Ohio during the year 1959. Seventy-five of these were classified new installations, the others as expansion.

Director Koder M. Collison of the Ohio Department of Industrial and Economic Development says the 1960 picture is even brighter in the Buckeye State. "The facts and figures won't be in until after the end of the year, of course," says Mr. Collison, "but already new plant totals are approaching the total for 1959, and barring any downturn in the economy, it should be a banner year in Ohio."

Plant expansions are rolling along at new levels, too. Biggest program announced this year is that of Republic Steel which is spending some $159 million in the Youngstown-Warren-Canton area. This includes a hot strip finishing facility and a 48-inch continuous heavy gauge strip finishing line at Warren, another coke oven battery and a plastic coating line for steel pipe at Youngstown and relocation of an 8-inch bar mill at Canton.

Wheeling Steel Corp. is undertaking two major rebuilding efforts. The first, costing $3 million, involves rebuilding and enlarging of five blast furnaces at Steubenville; the second, a $4.5 million effort, involves a battery of 51 coke ovens at Steubenville. These have been taken out of production and the rebuilding is underway. The plant has a total of 314 coke ovens, by-products of which are important to the chemical industry.

Another expansion of steel facilities along the Ohio River Valley: Bridgeport Brass with $18 million programmed in this direction.

Among the newcomers to Ohio's industrial complex during the past year are the following firms which have built new facilities (the city listed is the location of the new plant):

Moore Drop Forge, Hillsboro
Formrite Tube Co., Medina
Westchester Plastics, Wapakoneta
Fleetwood Management, Galion
Westinghouse Air Brake, Sidney
Recold Corp., Columbus
Larson Boat Co., Alliance
True-Cast Industries, Alliance
Johns-Manville Corp., Chillicothe
Plax Corporation, Sharonville
Sun Chemical, Cincinnati-Cleveland
Curtiss 1000, Inc., Cleveland
Cuyahoga Lime Co., Cleveland
Wall Street Journal, Cleveland
Avery Label Co., Cleveland

Warner Swasey Co., Solon
Inter-Chemical Corp., Springfield
Butler Bros., Stow
Sun Oil Co., Toledo
Kimberly Clark Corp., West Carrollton
The Pipe Line Service Co., North Lima
J. B. Tool & Machine Co., Uniopolis
Aluminum Anodizers, Inc., Cleveland
Apex Furniture Mfg. Co., Cleveland
Curik & Moore, Inc., Cleveland
Econo Die & Tool Co., Cleveland
Elcomatic Mfg. Co., Cleveland
En-Ser-Co., Inc., Cleveland
Grayson-Roberts Co., Cleveland
Highland Mfg. Co., Cleveland

Pittsburgh Plate Glass, Crestline
Araball Mfg. Co., Delaware
Dow Chemical Co., Findlay
Trojan Powder Co., Forest
Atlas Crankshaft Corp., Fostoria
A. A. Castle Co., Galion
National Gypsum, Lorain
National Rubber, Medina
W. S. Taylor Co., Mentor
Mosler Lock Co., Milford
Regulus, Inc., Mt. Gilead
Reichhold Chemical, Newark
Sonoco Paper Products, Ravenna
Robertston Mfg. Co., St. Marys
Master Power Corp., Solon

Acacia Heat Treating Corp., Cleveland
Imperial Die & Mfg. Co., Cleveland
International Salt Co., Cleveland
Packaging Specialities, Inc., Cleveland
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Sifco Metachemical, Inc., Cleveland
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SEEKING INDUSTRIAL YARDSTICK . . .

A better yardstick for measuring industrial and economic growth is the object of a survey now underway by the Ohio Department of Industrial and Economic Development. The Department has sent questionnaires to the development agencies of all the 50 states, seeking the definition of what is meant by "new industry" or "new plant" or "relocations" or "expansions." The move received a hearty endorsement from everyone interested in the development field, and it is hoped it might lead to a universal yardstick with a "new plant location" meaning the same thing when reported in all the 50 states.

OHIO POPULATION STUDY OFF PRESSES

Just off the press is a new Ohio Population Monograph published by the Ohio Department of Industrial and Economic Development in conjunction with Miami University, a state-supported school. The monograph gives a history of Ohio population trends from 1810 to 1960, and forecasts the growth into the 1970's. It includes a new type dot map which cartographers claim is a brand new technique. Copies may be obtained by writing the Ohio Department of Industrial and Economic Development.

ECONOMIC DATA SERIES . . .

A series of tables of basic economic information on Ohio has been issued by the Economic Research Division of the Ohio Department of Industrial and Economic Development. They cover numerous topics and are broken down by cities, counties and other subdivisions. The series was initiated to help answer increasing number of questions for this type data. To date, 16 tables on population, trade, employment and payrolls, personal income and government finance have been issued. Following publication this fall of the "Statistical Abstract of Ohio: 1960," the EDS series will be used to keep the information up-dated. Copies may be had by writing the Department.

PROUD SEVEN-YEAR RECORD . . .

Nearly 10 cents of every dollar invested in new plants and equipment in the United States during the years 1951 to 1957, was spent in Ohio by the nation's industrialists. The total was slightly over $6 billion, ranking Ohio first in the nation in this category.

COLORFUL FILM AVAILABLE . . .

A color motion picture "Ohio -- the Growth State," pointing up Ohio's industrial and economic resources and telling a graphic story of industrial development, is available to interested groups through the Ohio Department of Industrial and Economic Development. The movie, in color, stars Brian Donlevy, Otto Krueger and Reed Hadley. Requests for the film should be directed to Donald W. Stull, assistant director, Ohio Department of Industrial and Economic Development.

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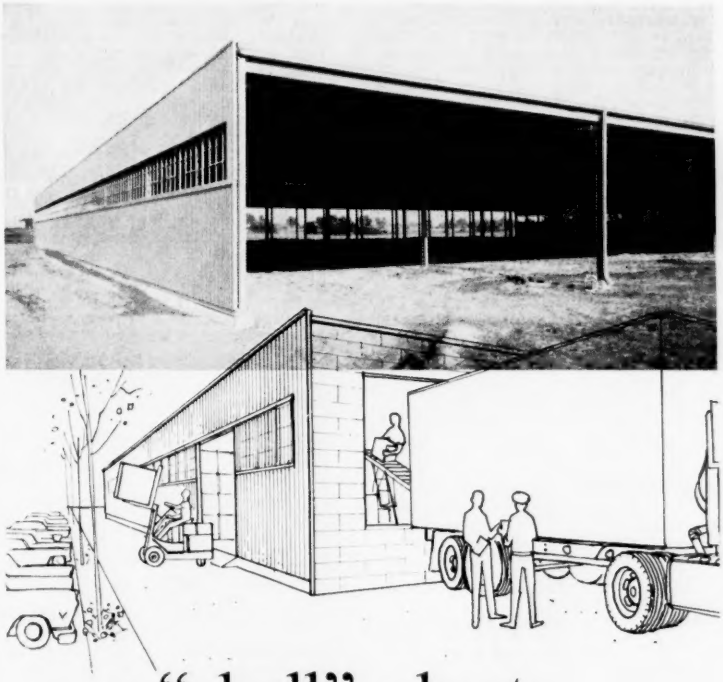

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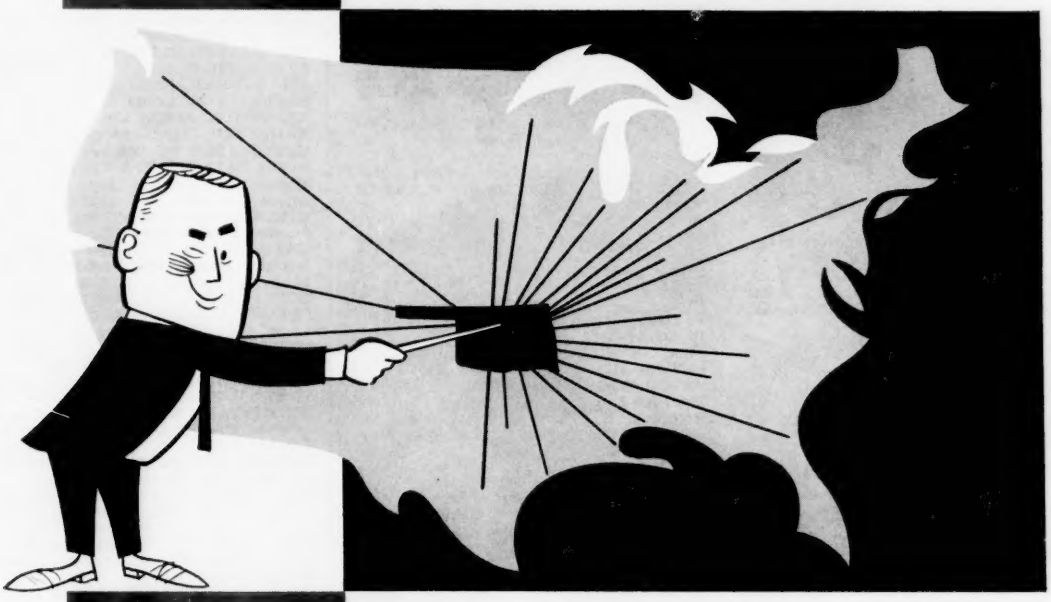

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SEMINOLE C. OF C., Hilton L. Lewis, Mgr., Box 1190, Municipal Bldg. L-SBF (x)
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SENTINEL C. OF C., J. A. Walker, Mgr.
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SHATTUCK C. OF C., Betty Blaner, Mgr.
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HUNTER RLTY. AGCY., Alfred F. Hunter, Owner-Mgr., Box 1747. L-SB (x)
SHAWNEE C. OF R., Leon H. Rogers, Mgr., Box 1613. L-SBF (x)
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SKIATOOK C. OF C., Helen Bennett, Mgr.
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SNYDER C. OF C., Mrs. Jack Wilson, Mgr.
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TALIHINA C. OF C., Ed Foster, Mgr.
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TEMPLE—1281
TEMPLE C. OF C., Edward Brockert, Mgr.
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TEXHOMA C. OF C., J. H. Settles, Mgr.
TIPTON—1111
TIPTON C. OF C., Leonard Brehm, Mgr.
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WELEETKA C. OF C., Don H. Wade, Mgr.
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WELLSTON C. OF C., C. J. Alden, Mgr.
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WETUMKA C. OF C., Mrs. Grace Klein, Mgr.
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WILBURTON C. OF C., A. B. Watson, Mgr.
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WOODWARD IND., INC., % C.of C.
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ASTORIA C. OF C., Chas. DeFoe, Mgr., 245-14th St.
PORT OF ASTORIA. L-F
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COTTAGE GROVE C. OF C., M. Matthews, Secy.-Mgr., 303 Main St. L-S (x)
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DALLES CITY—10,429 — DALLES C. OF C., W. S. Nelson, Mgr., Box 460. L-SB (x)
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EUGENE IND. DEV. CORP., Fred M. Brenne, Mgr., Box 1107. N-SBF (x)
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NYSSA C. OF C., H. Chadderdon.
ONTARIO—5027
ONTARIO C. OF C., H. F. Logue.
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VALE C. OF C., Don C. Hosler.
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DARBY C. OF C., Edward B. Deary.
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DOYLESTOWN—5796
BUCKS CTY. IND. DEV. CORP., Gordon R. Exley, II, Exec. Dir., 62 East Court St. L-SBF
DOYLESTOWN C. OF C., Robert W. Robinson.
DUBOIS—10,581
DUBOIS BD. OF TRADE, E. W. Noon, Secy., DuBois Deposit Natl. Bank Bldg. L-SB (x)
DUQUESNE—14,970 — DUQUESNE DIST. C. OF C., Mrs. Thelma Craft, Secy.
DURYEA—5608
DURYEA IND. & TRADE ASSN., Leo Wasilewski, Pres., 249 Swetland St.
DUSHORE
DUSHORE IND., INC., R. Holcomb, Chm.
E. BRADY—1270 — EAST BRADY AREA DEV. CORP., Dubois Corsini, Pres.
EASTON—31,872
EASTON AREA C. OF C., Lyon O. Borden, Secy., 62 N. 4th St. L-SB (x)
ELKLAND—2182 — COWANESQUE VALLEY DEV., D. Lee Stodard, Pres.
ELLWOOD CITY—12,388
ELLWOOD CITY C. OF C., R. J. Schill, Secy., 314-5th St.
ELLWOOD CITY IND. DEV. CORP., Ralph Herge, Chm., % C. of C.
ELYSBURG — ELYSBURG IND. ASSN., C. S. Fahringer, Pres.
EMMAUS—10,254
EMMAUS C. OF C., William H. Stang, Secy., P. O. Box 112.
EMPORIUM—3377
EMPORIUM-CAMERON CTY. C. OF C., Robert Krause. L-SB (x)
EPHRATA—7694
EPHRATA C. OF C., David E. Good.
EPHRATA IND. DEV. CORP., % C. of C.
***ERIE—134,827**
ERIE IND. PARK, Grtr. Erie Ind. Dev. Corp., 34 W. 10th St. L-SBF (x)
THE FIRST NATL. BANK OF ERIE, 717 State St.
GRTR. ERIE C. OF C., W. Dudley Jewell, Ex. Sec., 134 W. 10th St. L-SBF (x)
GRTR. ERIE IND. DEV. CORP., W. H. J Shaner, Ex. Sec., 134 W. 10th St. L-SBF (x)
HARPER & RUSSELL CO., Mr. James C. Harper, SIR, 1112-14 Peach St.
LYONS TRANSP. CO., Phillip Cochran, 1701 Parade St.
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PENNA. ELEC. CO., R. B. Andrews, Ind. Dev. Rep., 5404 Evans Rd. S-SBF
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ST. LAWRENCE SEAWAY, Carl A. Matthis, Adm. Asst.
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ETNA BUS. ASSN., Louis Fisher.
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BEDFORD CTY. IND. DEV. COUNCIL, William H. Snyder, Exec. Sec.
EWING TWP., Ewing Ind. Dist., Reading Co., 620 Reading Term., (7), Phil., Penn.
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GREATER FOREST CITY IND., INC., M. J. Mooney, Exec. Secretary.
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FRANKLIN C. OF C., A. T. Royer, Exec. Secy.
FRANKLIN IND. DEV. CORP., % C. of C., Ray E. Tanner, Mgr.
FREELAND—5021 — FREELAND IND. DEV. CO., M. J. O'Donnell, Secy.
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GLADWYNE
WALTER T. CRAIG, Cons. Engr.
GLASSPORT—8577
GLASSPORT C. OF C., William W. Conley.
GLENSIDE
GLENSIDE C. OF C., Andrew Kohut.
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GREATER GREENSBURG IND. DEV. CORP., % C. of C.
GREENSBURG C. OF C., John E. Kennelty, Exec. Secy., 101 W. Pgh. St.
WEST PENN. POWER CO., Mr. J. C. Millin, Cabin Hill. R-SB (x)
GREENVILLE—8736
REYNOLDS DEV., Robert B. Parker, Jr., Man. Engr., P .O. Box 606. L-SBF
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GROVE CITY C. OF C., J. R. Van Arnam, Exec. Secy., Penn Grove Hotel. L-SBF (x)
GROVE CITY IND. DEV. CORP., C. of C., J. R. Van Arnan, Ex. Secy. L-SBF (x)
HANOVER—15,488
HANOVER C. OF C., Jacob S. Wirt.
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HARRISBURG C. OF C., Daniel N. Casey, Secy., 114 Walnut St. L-SB (x)
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HASTINGS AREA IND. DEV. ASSN., James Farabaugh, Secy. L-SBF (x)
HAZLETON—31,854
GREATER HAZLETON C. OF C., Clifford

L. Jones, Ex. Dir., 226 Markle Bank Bldg. L-SBF (x)
HAZLETON IND. DEV. CORP., Victor C. Diehm, Pres., . C. of C., 226 Markle Bk. Bldg. L-SBF (x)
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HONESDALE C. OF C., Edwin B. Callaway, Exec. Secy.
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HUGHESVILLE IND. DEV., R. S. Corson, Chm., 275 S. Main St.
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HUNTINGDON BUSINESS & IND., INC., William E. Swigart, Jr., Sec'y. & Exec. Mgr.
HUNTINGDON C. OF C., James I. Weimer, 322½ Penn St.
HYNDMAN—1123
HYNDMAN-LONDONDERRY IND. ASSN., Harry T. Ritchey, Secy.
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IRVINE — WARREN CTY. DEV. ASSN., Robert O. Wilder, Pres., % National Forge Co., Warren County. L-S
JEANNETTE—16,532
GRTR. JEANNETTE FUTURE UNLIMITED, INC., J. H. Millstein. L-SBF (x)
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JERSEY SHORE COMMERCIAL CLUB, J. O. Morris.
JERSEY SHORE GAS & HEATING CO., 138 S. Main St.
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JOHNSTOWN C. OF C., E. W. Bilinkas, Dir., 219 Franklin St.
PENNSYLVANIA ELECTRIC CO., 222 Levergood St. S-SB
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KANE AREA IND. DEV. CORP., R. J. Hetznecker, Atty.
KANE C. OF C. L-SB
KELAYRES
KLINE TOWNSHIP IND. DEV. COMM., Anthony Luzbinski, Secy.
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KINGSTON BUS. MEN'S ASSN., Erdman F. Ittig, 433 N. Maple Ave.
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KITTANNING AREA C. OF C., Dan Mash, Mgr., 207 Reynolds Bldg. L-SBF
PITTSBURGH & SHAWMUT R. R., T. W. Corbett, Traffic Mgr., 132 N. McKean St. L-SBF (x)
KUTZTOWN—3283 — EAST PENN. IND. COUNCIL, George Wirtz, Pres.
LANCASTER—59,420
KEYSTONE EXPRESS & STORAGE CO.
LANCASTER CTY. IND. DEV. BUR., Gerald L. Molloy, Secy., 33 W. Orange St. L-SBF
LANCASTER TRANSPORTATION CO., John C. Landis, Gen. Sales Mgr., Manheim Pike.
NORWALK TRUCK LINES OF DELAWARE, Andrew Gordon, V. P., Sales Manheim Pike.
LANSDALE—12,584
E. J. BROOKS CO., Mr. Edwin J. Brooks, Sir, 534 W. Main St. L-SB (x)
WILLIAM A. EMMERICK, RLTR., 326 W. Main St. S-SB (x)
LANSDALE C. OF C., C. Richard Wheeler, Ex. Secy., 421 W. Main St., P. O. Box 668. L-SB
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LEBANON IND. DEV. FOUND., James G. Krause, Chm., % C. of C.
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LEHIGHTON C. OF C., Walter Hammel, Secy.
LEHIGHTON IND. DEV. CORP., George LaRose, Secy., 143-N. 3rd St.
LEMOYNE—4648
WEST SHORE C. OF C., Thomas B. Schriver, Jr., Ex. Secy., P. O. Box 96.
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LEWISTOWN & MIFFLIN CTY. C. OF C., Darrell Wurster, Exec. Secy., 12 Valley Street. L-SBF (x)
LEWISTOWN IND. DEV. CORP., Earl S. Weller, Pres., 10 N. Brown St.
LIGONIER—2263
LIGONIER C. OF C., Ligonier Valley Ind. Dev., Inc., C. B. Puff, Sec., Ind. Dev.
LILLY—1632 — LILLY-WASHINGTON IND. DEV. ASSN., Mrs. Mary Conrad, Secy.
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LITITZ C. OF C., J. B. Hess, Ind. Chm.
LITTLESTOWN—2753 — LITTLESTOWN IND. DEV .CORP., Marvin Breighner, Sec.
LOCK HAVEN—11,703
LOCK HAVEN C. OF C., Ind. Dev. Fund, John P. Wynne, Secy., 132½ E. Main St. L-SBF (x)
LOCK HAVEN GAS, 200 E. Main St.
LOPEZ
LOPEZ IND., INC., Michael Sinovich, Sec.
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LYKENS & WICONISCO IND. DEV. ASSN. Rev. Wm. C. Carroll, Secy.
McCONNELLSBURG—1244 — FULTON CTY. C. OF C., Mr. Willard Share, Secy.
McKEESPORT—45,078
WILLIAM L. BUCK, SIR, 517 Walnut St. St.
GREATER McKEESPORT C. OF C., Arthur Parker, Exec. Secy. L-SB
McKEES ROCKS—13,178
CONTINENTAL TRANSPORTATION LINES, V. Arnold Davies, Gen. Sales Mgr., Graham St.
McKEES ROCKS C. OF C., Martin F. Snyder.
McKEES ROCKS INDUST. ENTERPRISES, Wm. H. Dennis, Gen. Mgr., Nichol Ave.
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MORRISON COVE IND. DEV. CORP., Gerald S. Turner, P. O. Box 457.
MASONTOWN—4698
MASONTOWN IND. DEV. CORP., Clarence V. Martin, Secy., P. O. Box 300. L-SBF (x)
MATAMORAS—2081
EASTERN PIKE CTY. IND. DEV. ASSN., James William, Jr., Secy.
MEADVILLE—16,558
MEADVILLE C. OF C., Donald A. Cook, Ex. Secy., 898 Park Avenue. L-SBF (x)
MEADVILLE IND. DEV. CORP., Allen B. Edwards, Chm., % C. of C.
MECHANICSBURG—8068
MECHANICSBURG C. OF C., Mrs. Lawrence Fortenbaugh.
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MERCERSBURG—1751 — MERCERSBURG DEV. ASSN., Joseph H. Landis.
MEYERSDALE—2877 — MEYERSDALE C. OF C., Harold E. Nicholson, Secy., 400 Salisbury St. L-SB (x)
MIFFLINTOWN—2464 — JUNIATA CTY. IND. PLAN. COMSN., INC., % J. Franklin Miller, Secy.-Treas., R. D. #1. L-SBF
MILDRED — SULLIVAN CTY. IND. CORP., Morris Hoffman, Dir.
MILTON—7961 — MILTON CIV. IMPROVEMENT ASSN., Lewis B. Kepler, Secy.
MINERSVILLE—6561
REGIONAL PLAN. COMSN., John A. Mower, Secy., 204 Front St.
MONACA—8391
MONACA BD. OF TR., V. C. Johnston.
MONESSEN—18,386 — MONESSEN C. OF C., Lewes E. Warren, 555 Schoon Ave.
MONONGAHELA—8180
MONONGAHELA BUS. MEN'S ASSN., Floyd M. France.
MONONGAHELA VALLEY AREA ENTERPRISES, INC., Lewes E. Warren, Ex. Mgr., 335 Schoanmaker Ave.
MONROEVILLE—22,412 — COMMUNITY PLANNING SERV., INC., J. F. Stright, Pres.
MONTROSE—2327
MONTROSE IND. COMM., Arthur Bowen.
MORRISVILLE—7697
MORRISVILLE C. OF C., Harry Filer, Secy.
MT. CARMEL—10,700
MOUNT CARMEL DIST. IND. FUND, INC., % C. of C.
MT. CARMEL IND. DEV. COMM., Dr. G. R. Varano, Chm., 46 W. Third St. L-SBF (x)
MT. JEWETT—1223
MT. JEWETT IND. DEV. CORP., Henry Swanson, Pres., Main St. L-SF (x)
MT. JOY—3277 — MT. JOY C. OF C., IND. COMM., Charles Fish, Chm.
MT. PLEASANT—6106 — MT. PLEASANT C. OF C., William R. Griffin.
***MT. UNION—4080**
GREATER HUNTINGDON CTY. IND. DEV. COUNCIL, INC., Andrew F. Puchalla, Pres. ,125 S. Division St. L-SBF
MT. WOLF—1397
SHERRILL & NOONAN CO., Jack Sherrill, 145 S. 8th St.
MUHLENBURG TWP., Berks Ind. Dist., Reading Co., 620 Reading Term., Phila. 7.
NANTICOKE—15,796
NANTICOKE C. OF C., Gerald Mangan, Pres., 38 E. Main St. L-SBF (x)
NANTICOKE REDEV. AUTH., Alois Bohinski, Ex. Dir., 37 N. Market St. L-SB
NAZARETH—6183
NAZARETH C. OF C., R. H. Michael.
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NEW BETHLEHEM—1599
AREA DEV. CO., Chas. P. Leach, % C. of C., Broad St.
NEW CASTLE—44,809
GREATER NEW CASTLE ASSN., Murray S. Stephens, Exec. Vice Pres., Castleton Hotel. L-SBF (x)
NEW CASTLE IND. DEV. CORP., Wm. D. Coban, Secy., % C. of C.
PENNSYLVANIA POWER CO., 19 E. Washington St. R-SB (x)
VALLEY FREIGHT LINES, INC., R. D. #2.
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FRANK S. MORAN, SIR, 505 Mellon N. B. Bldg.
NEW KENSINGTON C. OF C., Mrs. Elizabeth S. Blissell, Ex. Dir., 858-4th Ave. L-SB (x)
NEWPORT—1842
NEWPORT IND. DEV. CORP., Sherman Delancey, 517 Market St.
NEWVILLE—1649
NEWVILLE BUS. DEV. CORP., L. K. Wagner, Pres.
MR. JOHN F. WALTER, P. O. Box 175.
NICHOLSON — NICHOLSON IND. COMM., Frank Olson, Secy., First Natl. Bk.
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NORTHAMPTON—8864 — NORTHAMPTON C. OF C., E. Albert Boyer, Secy., P. O. Box 38.
NUREMBERG — TRI-COUNTY IND. ORG., Ivan E. Michael, Secy., Box 5.
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PALMERTON BD. OF TRADE, George T. McKinley.
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SELTZER REALTY CO., Phil Seltzer, 1603 Western Savings Funds Bldg.
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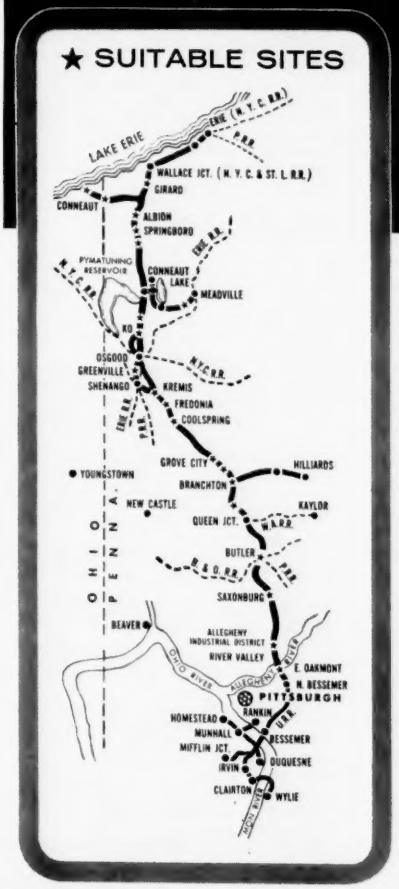

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SHIPPENSBURG C. OF C., G. L. Fogelsonger, P. O. Box L.
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TAMAQUA IND. DEV. FOUND., Frank A. Kelly, % C. of C.
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TITUSVILLE C. OF C., Robert C. Newell, Exec. Secy., 125 W. Central Ave. L-SB (x)
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WARWICK IND. PARK, INC., Warwick Ind. Park, Mabel L. Anderson, Ass't. Secy. L-SBF (x)
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GRTR. WOONSOCKET C. OF C., INC. Comm., James C. Winn, Ex. Secy., 285 Main St. L-SB
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AIKEN C. OF C., R. E. Kenney, Jr., Pres., P. O. Box 244. L-SBF (x)
VIRGINIA ACRES RLTY. & INS. CO., Edw. F Becker, P. O. Box 401. L-SB (x)
ALLENDALE—3084 — ALLENDALE CTY. DEV. BD., F. E. Gibson, Jr.
ANDERSON—40,402
ANDERSON C. OF C., Z. W. Meeks, Ex. Secy., N. Main St., Box 1538, Sta. A. L-SBF (x)
DREW REAL ESTATE CO., E. B. Drew, S. C. Natl. Bk. Bldg.
LOUIS S. HORTON CO., Bleckley Bldg.
SAVANNAH VALLEY BOOSTER'S ASSN., James R. Young, Mgr., Wilmary Bldg. R-SBF (x)
BARNWELL—4568
BARNWELL C. OF C., Sol Blatt, Jr., Pres.
BATESBURG—3800
BATESBURG-LEESVILLE C. OF C., Meredith Amich, Mgr. L-SB (x)
BEAUFORT—6272
BEAUFORT CNTY. DEV. BD., R. G. Pollitzer, Box 612. L-SBF (x)
BENNETTSVILLE—6738 — BENNETTSVILLE C. OF C., J. M. Sprott, Pres., L-SB (x)
CAMDEN—6769 — CAMDEN C. OF C., A. Stanley Llewellyn, Mgr., Box 382.
CHARLESTON—60,288
BUSHY PARK, Bushy Park Auth. of S.C., P. O. Box 141.
CHARLESTON C. OF C., Julian Metz, Ex. Dir., 50 Broad St.
CHARLESTON DEV. BD., Wm. W. Humphreys, Dir., 152 Market St. L-SBF (x)
THE CITIZENS AND SOUTHERN NATL. BANK OF S. C., Hugh M. Chapman, Asst. V. Pres.
COOPER RIVER IND. PARK, Mr. J. H. Van Hay, Chm., 152 Market St.
HARTNETT RLTY. CO., 92 Broad St.
WILLIAM M. MEANS, RLTR., 60 Broad St.
RALPH W. SADLER, RLTR., 54 Broad St.
SHIPYARD RIVER TERMINALS, James G. Gibbs, Pres., P. O. Box 537.
SOUTHERN TRANSPORTATION, INC., P. O. Box 2095, Station A.
S. C. STATE PORTS AUTH., Cotesworth P. Means, Chmn., 1 Vendue Range.
STARK IND. PARK, Chastn. Ind. Assoc., P. O. Box 141.
W. C. WILBUR & CO., Harry L. Carter, Jr., Pres., 3238 Rivers Ave. L-SBF (x)
CHERAW—5126
CHERAW C. OF C., L. A. Meiklejohn, Ex. Secy., 219 Market St. L-SBF (x)
CHESTER—6912 — CHESTER CTY. BD OF COMM. & DEV., Robert A. Metrakos, Exec. Dir., 145 Main, Box 444. L-SBF
CLINTON—7925 — CLINTON C. OF C., Mrs. Esther Pitts, Secy., 101 S. Broad St.
***COLUMBIA—95,786**
C. & S. NATL. BANK OF S. C., Hugh M. Chapman Asst. Vice-Pres., Ind. Dev. Dept., 1200 Washington St. S-SBF
COLUMBIA C. OF C., Clyde Cole, Ind. Mgr., 1123 Lady St., Box 1405. L-SBF (x)
LYLES, BISSETT, CARLISLE & WOLFF, ENGRS., Box 1326.
SHOCKLEY CONSTR. CO., C. G. Shockley, 723 Hampton Hill Rd.
S. C. ELEC. & GAS CO., W. S. Rodgers, Mgr. Ind. Dev. Dept., P. O. Box 390. S-SB
THE S C. NATL. BANK, Chauncey W. Lever, V. P., Scn. Central Office Bldg. S-SBF
S. C. STATE C. OF C., John C. Floyd, Gen. Mgr., Box 70.
S. C. STATE DEV. BD., Walter Harper, Dir., P. O. Box 927. S-SB (x)
SOUTHEASTERN FRT. LINES, W. T. Cassels, Jr., V. P., P. O. Box 5287.
CONWAY—8584 — CONWAY C. OF C., Marion E. Smith, Secy., Box 676. L-SBF (x)
DARLINGTON—6664
DARLINGTON C. OF C., Victor W. Lewis, Ex. Secy., Box 274. L-SBF (x)
DILLON—6133 — DILLON C. OF C., Kenneth Karnahrens, Ex. Secy., Box 466.
EASLEY—8250 — EASLEY C. OF C., Miss Carolyn Hunnicutt, Ex. Secy., Box 109.
***FLORENCE—24,639**
AIKEN & CO., 119 N. Daragan St.
FLORENCE C. OF C., Harry W. Hiott, Jr., Ex. V. P., 131 W. Evans St. L-SBF (x)
FLORENCE CTY. IND. DEV. COMM., Harry W. Hiott, Jr., Ex. Dir., City Hall Annex. L-SBF (x)
GAFFNEY—10,339 — GAFFNEY C. OF C., Donald R. Hill, Ex. Secy., Birnie St. L-SBF (x)
GEORGETOWN—12,174 — GEORGETOWN C. OF C., Francis M. Harrelson, Mgr.
***GREENVILLE—65,974** — CAINE RLTY. & MORTGAGE CO., Calhoun Towers.
CAINE RLTY. & MORTGAGE CO., Calhoun Towers.
DANIEL CONST. CO., Chas. E. Daniel, Pres.
GREENVILLE C. OF C., David W. Cooley, 19 S. Irvine St., Box 1500.
McPHERSON CO., ENGRS. & ARCHTS., Geo. Bruce McPherson, Pres., 408 S. Main. N-S (x)
PEOPLES NATL. BANK, J. C. Hopkins, Pres., 100 W. Washington St. L-SBF (x)
GREENWOOD—16,234
BANK OF GREENWOOD, Dewey H. Johnson.
GREENWOOD C. OF C., E. A. Baumel, Mgr., 127 N. Main St. L-SBF (x)
GREER—8947 — GREER C. OF C., J .E. Boling, Mgr., 112 N. Main St. L-SB (x)
***HARTSVILLE—6383** — HARTSVILLE C. OF C., J. E. Boling, Mgr. L-SB (x)
LAKE CITY—6038
LAKE CITY C. OF C., Mrs. Lillian P. Godwin, Secy.-Treas., Box 485.
LANCASTER—7998
LANCASTER C. OF C., Chas. A. Bundy, Mgr., P. O. Box 871. L-SB (x)

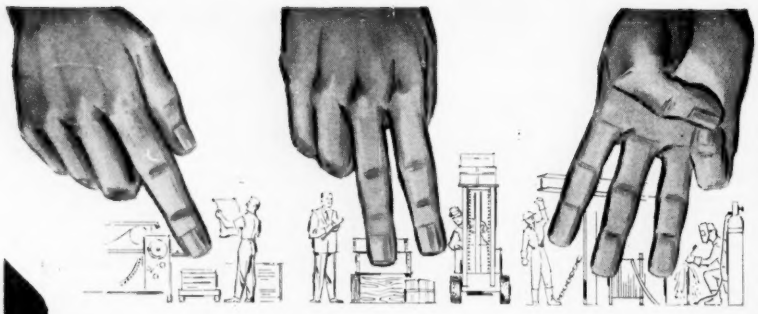
LAURENS—9403
LAURENS C. OF C., Paul McAlister, Ex. Secy.
LAURENS CTY. PLAN. & DEV. BD., Dwight Patterson, Chm.
MANNING—3888 — CLARENDON C. OF C., T. M. Brown, Pres. L-SBF (x)
MARION—7143 — MARION C. OF C., Lem Winesett, Ex. Secy.
MYRTLE BEACH—7725
MYRTLE BEACH C. OF C., Fred P. Brinkman, Ex. Secy., Box 1317.
NEWBERRY—8175
NEWBERRY C. OF C., Box 396.
ORANGEBURG—13,624
ORANGEBURG C. OF C., W. W. Kirkpatrick, Mgr., P. O. Box 336. L-SBF (x)
ORANGEBURG CTY. PLAN. & DEV. COMM., W. W. Kirkpatrick, Secy., 222 Middleton, S. C. L-SBF (x)
ROCK HILL—29,387
ROCK HILL C. OF C., Thomas J. Ford, Mgr., P. O. Box 590. L-SB (x)
SPARTANBURG—44,056
CECILS LAND & IMP. CO.
LOCKWOOD GREENE ENGRS., Thomas O. Ott, Jr., Hd. Textile Eng., 202 S. Park Dr.
SPARTANBURG C. OF C., Richard E. Tukey, Ex. V. P., 186 W. Main St. L-SB (x)
SPARTANBURG CTY. PLAN. & DEV. COMM., Roy J. Ellison, Secy.
SUMTER—21,918
SUMTER CTY. DEV. BD., Worth D. Holder, Secy.-Treas., 318½ N. Main St. L-SBF
SUMTER IND. PARK, Sumter Cnty. & Sumter C. of C., P. O. Drawer 1229. L-SBF
UNION—10,199 — UNION CTY. C. OF C., Mrs. R. A. Garner, Box 368.
***WALHALLA—3418**
OCONEE CTY. PLAN. & DEV. BD., John W. Duncan, Mgr., College St. L-SB (x)
WALTERBORO—5407
WALTERBORO C. OF C., Box 426.
WINNSBORO—3463 — FAIRFIELD CTY. C. OF C., Richard H. Burton, Box 297.
YEMASSEE—4694 — FRANK G. BINSWANGER, INC., RLTRS.
YORK — YORK C. OF C., Mrs. Mozelle I. Stanton, Ex. Secy., Box 297.

SOUTH DAKOTA

ABERDEEN—22,897
ABERDEEN C. OF C., Ulric M. Gwynn, Mgr., Box 1179. L-SBF
ABERDEEN DEV. CORP., Ulric M. Gwynn, Jr., Mgr., 516 S. Main. L-SBF
HYMAN TRANSPORTATION CO., P. O. Box 1329.
BELLE FOURCHE — 4031 — BELLE FOURCHE C. OF C., J. F. Koller, Box 469.
BROOKINGS—10,493
BROOKINGS C. OF C., W. H. Nolan, Ex. Secy., City Hall. L-SB (x)
BROOKINGS IND. DEV. CORP., John D. Beatty, Pres., 322 Main Ave. R-SBF (x)
CANTON—2477
CANTON C. OF C., Mel Crawford, Mgr.
CUSTER—2093
CUSTER C. OF C., Bud Test, Mgr., Box 116.
DEADWOOD—3019 — DEADWOOD C. OF C., Nell Perriogue, Secy., Box 576.
FLANDREAU—2096 — FLANDREAU DEV. CORP., Carl W. Miller, % C. of C.
HOT SPRINGS—4863
HOT SPRINGS C. OF C., Joe Steger, Secy.
***HURON—14,077**
GRTR. S. D. ASSN., C. Irvin Krumm, Ex. Mgr., Box 1217.
HURON C. OF C., Chas. E. Snook, Mgr., Box 849. L-SBF (x)
HURON IND., INC., Chas. E. Snook, Mgr., Box 849. L-SBF (x).
NORTHWESTERN PUB. SERV. CO., S. E. Sewell, Adm. Asst. to Pres., Northwest Security Nat'l. Bank Bldg.
LEAD—6180
LEAD C. OF C., John B. Meyo, Box 653.
LEMMON—2383 — LEMMON C. OF C Geo. R. Smith, Mgr., 120 Main Ave.
MADISON—5378
MADISON C. OF C., Leslie Stodolski, Secy., 111½ S. Egan Ave. L-SB (x)
MADISON IND. FOUND., Leslie Stodolski, Mgr. L-SBF (x)
MITCHELL—12,451
MITCHELL C. OF C., Hoyt J. Granter, Mgr., 604 N. Main.
MITCHELL IND. DEV. CORP., Hoyt Granter, Mgr., 604 N. Main.
MOBRIDGE—4305 — MOBRIDGE C. OF C., Pat Morrison, Jr., Box 561.
***PIERRE—10,108**
PIERRE C. OF C., Kenneth L. Peters, Mgr., 211 E. Capital. L-S (x)
PIERRE PROGRESS, INC., Kenneth L. Peters, Mgr., % C. of C., Box 44. L-S (X)
SOUTH DAKOTA DEPT. OF IND., Harlow H. Bohn, Dir.
S. D. IND. DEV. & EXPANSION AGCY., Harley E. Fletcher, Act Dir., State Off. Bldg. S-SB (x)
***RAPID CITY—42,131**
BLACK HILLS POWER & LIGHT CO.
BUCKINGHAM FREIGHT LINES, Al Schaar, Asst. to the Pres., 308 West Boulevard.
RAPID CITY C. OF C., Larry Owen, Mgr., P. O. Box 747.
RAPID CITY IND., INC., Kelly Lynn, Pres., P. O. Box 747. R-SBF (x)
REDFIELD—2934
REDFIELD C. OF C., R. A. Bryson, Mgr.
***SIOUX FALLS—65,024**
NORTHWEST SEC. NATL. BANK OF SIOUX FALLS.
SIOUX FALLS IND. & DEV. FOUND., Allen H. Pett, Ex. Dir., 219 South Main. L-SBF
WILSON TRUCK SYSTEM, Maurice B. Wilson, 110 North Reid St.
***STURGIS—4578** — STURGIS C. OF C., E. W. Cruickshank, Secy., 1000 Main St.
VERMILLION—5062 — VERMILLION C. OF C., Vince Montgomery, Pres.
***WATERTOWN—14,048**
THE FIRST CITIZENS NATL. BANK, Elden W. Swenson, Cashier.
WATERTOWN C. OF C., Lloyd V. Eastman, Mgr., Box 783. L-SB (x)
WATERTOWN DEV. CORP., Lloyd V. Eastman, Mgr., Box 783. L-SBF (x)
WINNER—3649 — WINNER C. OF C., Miss Maureen Shannon, 322 Main St.
WOONSOCKET—1032
CENTRAL S. DAK. IND. DEV. ASSOC., Gerald Bollinger, Mgr.
YANKTON—9130
GRTR. YANKTON IND., Warren J. Hobson, Mgr., Cor. 5th & Walnut Sts. L-SBF (x)
YANKTON C. OF C., Warren J. Hobson, Mgr., P. O. Box 588. L-SBF (x)

TENNESSEE

ALAMO—1661
ALAMO DEV. CORP., R. L. Ronk, Pres.
***ALCOA—6347**
ALCOA CIVIC CLUB, T. C. Gray.
ALTAMONT — GRUNDY CTY. CIVIC CLUB, S. W. Northcutt, Pres.
ASHLAND CITY—1395
ASHLAND CITY C. OF C., Lois Davis, Secy.
ASHLAND CITY IND. CORP., G. Webb Cowan, Secy.-Treas. L-SBF (x)
ATHENS—11,852
ATHENS IND. DEV. CORP., % C. of C.
BELLS—1235
BELLS C. OF C., B. L. Woodson, Jr., Secy.
BENTON
CHEROKEE IND. DEV. CORP., Elmo Lyle, Pres.
BOLIVAR—3319
BOLIVAR C. OF C., IND. COMM.
BOLIVAR DEV. CORP., B. H. Bradley
HARDEMAN CTY. IND. COMM., J. Simon Smith.
BRADFORD—17,502 — BRADFORD INVESTMENT CORP., W. E. Griffin, Pres. L-BF (x)
BRISTOL—17,502
BRISTOL, VA.-TENN. C. OF C., Pete Gravely, Mgr.-Dir., Box 1039. L-SBF
BROWNSVILLE—5414 — HAYWOOD CTY. DEV. ASSN., Spence Dupree, Pres.
BRUCETON—1121 — BRUCETON BUS. MEN'S ASSN., L. K. McMackins, Secy.
BULLS GAP — BRANCH CITIZENS UNION BANK, Ray W. Pearson, Mgr.
CAMDEN—2755 — CAMDEN DEV. ASSN., Bradley Frazier, Pres.
CARTHAGE—2010
CARTHAGE IND., INC., % C. of C.
CHAPEL HILL — CHAPEL HILL IND. DEV. CORP., W. P. Hurt, Pres.
***CHATTANOOGA—127,796**
AMERICAN NATL. BANK & TRUST CO., Cranston Pearce.
CHATTANOOGA ELEC. POWER BD., Sixth & Markey Sts. L-S
CHATTANOOGA IND. COMM. OF 100, James W. Hunt, Ind. Dev. Dir., 819 Broad St. L-SB (x)
CHATTANOOGA IND. DEV. CORP., W. C. Hudlow, Jr., % Chattanooga Ind. Comm. of 100, 819 Broad St.
FRANK DOWLER CO., RLTR., 418 High St.
FIRST TRUST CO.
HAMILTON NATL. BANK, Quinn Callaway, Asst. V. P.
PIONEER BANK, E. R. Cotter, V. P.
REAL ESTATE MANAGEMENT, INC., Scott N. Brown, SIR, 709 Chestnut St.
RIDGEDALE BANK & TRUST CO., W. G. Smith, Pres.
TENN.-ALA.-GA. RWY. CO., D. E. Hedges, Pres., 200 E. 10th St.
CLARKSVILLE—21,979
CLARKSVILLE C. OF C., James E. Charlet, Chm. Ind. Comm.
GRTR. CLARKSVILLE FOUND., James E. Charlet, Chm. Ind. Comm.
MARVIN HAYES LINES, East College St.
CLEVELAND—16,211
CLEVELAND C. OF C., Mable Lea, Secy., Princess Theatre Bldg. L-SB (x)
CLINTON—4895
ANDERSON CTY. IND. DEV. COMM., Oliver H. Anderson, Secy., 507 Scenic Drive.
CLINTON C. OF C., David Boling, Chm. Ind. Comm., % Clinton Mtr. Sales, Main St. L-SBF (x)
COLUMBIA—17,457
COLUMBIA-MT. PLEASANT C. OF C., Lewis Amis, Mgr. L-SBF
COOKEVILLE—7723
PUTNAM CTY. C. OF C., 301 E. Spring St.
PUTNAM IND. ASSN., INC., J. L. McCawley, Sr., Pres.
COVINGTON—5264
COVINGTON-TIPTON CTY. C. OF C., W. H. Rose, Ex. V. Pres., P. O. Box 489. L-SBF
CROSSVILLE—4624
CUMBERLAND CTY. AGRIC., IND. & TOURIST DEV. COMM., Ruth DeRossett, Secy.
DAYTON—3482 — DAYTON C. OF C., James L. Mathis, M. D. Pres., Aqua Hotel Bldg.
DECATUR — MEIGS CTY. AGRIC. & IND. IMP. ASSN., J. D. Culvahouse, Pres.
DECATURVILLE — PEOPLES IND. DEV. CORP., Will T. Rogers, Mayor.
DELANO — CHEROKEE IND. DEV., COMM., O. D. Davis, Chm. L-SB (x)
DICKSON—4959
DICKSON CTY. C. OF C., W. A. Potts.
DOVER
DOVER C. OF C., Porter Herndon, Secy.
STEWART CTY. IND. DEV. CORP., % C. of C.
DRESDEN—1506
DRESDEN C. OF C., M. F. Riggs, Secy.
DRESDEN DEV. CORP., % C. of C.



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2) Large, well stocked and knowledgeable mill supply houses.

3) Skilled and diversified industrial labor created in the long industrial background of the area and increased by men released in the area's continuing agricultural evolution from row farming to livestock and poultry.

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TENNESSEE

DUNLAP—1026 — DUNLAP BLDG. & RL. EST. CO., Mayor Marion T. Williams
***DYERSBURG—12,403**
DYER CTY. FOUND., % C. of C.
DYERSBURG C. OF C., Geo. C. Wilson, Ex. Secy. L-SBF (x)
WEST TENN. IND. ASSN., George O. Wilson, Pres., % C. of C.
ELIZABETHTON—10,847
CARTER CTY. C. OF C., Robt. Little, Chm., Ind. Comm.
CARTER CTY. IND. COMM., Julian Caudill, Chm., Box 190. L-SBF (x)
ELIZABETHTON ELEC. SYSTEM. L-SBF Wilson, Pres., % C. of C.
ENGLEWOOD—1571 — ENGLEWOOD IND. DEV. ASSN., H. C. Dodson, Pres.
ENVILLE — BANK OF ENVILLE.
***ERIN—1101**
ERIN C. OF C., J. O. Adams, Secy.
ERIN IND. COMM., J. L. Hart, Secy.
ERWIN—3182
CITIZENS COMM. FOR IND. EXPANSION, Frank E. Hannah, Pres., Main & Union. L-SBF (x)
CLINCHFIELD R. R. CO., Geo. M. Timberman, Gen. Ind. Agt., Nolichucky Ave. R-SB (x)
ETOWAH—3204
ETOWAH BLDG. & DEV., INC., % C. of C.
ETOWAH C. OF C.
EVENSVILLE — EVENSVILLE COMM. CLUB, Spencer B. Jones.
FAYETTEVILLE—6790 — FAYETTEVILLE-LINCOLN CTY. C. OF C., Mrs. Con Massey, Secy., Mgr., Box 206. L-SB (x)
FRANKLIN—6944
FRANKLIN CTY. C. OF C.
FRANKLIN IND. CORP., Stewart Campbell, Pres., 4th Ave., S., Box 166. L-SBF (x)
WILLIAMSON CTY. C. OF C., Davis Tenpenny, Ex. Secy.
GALLATIN—7857
GALLATIN C. OF C., F. E. Fly.
GALLATIN IND. DEV. ASSN., Walter Durham, Secy.
GATLINBURG—1746
GATLINBURG C. OF C., Chas. H. Gullickson, Gen. Mgr., Gatlinburg Aud.
GLEASON
GLEASON C. OF C., C. W. Huggins.
GOODLETTSVILLE—3150
GOODLETTSVILLE IMP. CO., % Men's Club.
GOODLETTSVILLE MEN'S CLUB, Matt N. Thompson, Secy.
GRAND JUNCTION — GRAND JUNCTION IND. CORP., J. Simon Smith, Pres.
GREENBACK
GREENBACK IND., H. R. Forton.
GREENEVILLE—11,671
GREENEVILLE C. OF C., Charles Earnest, Mgr., 207 N. Main St. L-SBF (x)
GREENEVILLE CTY. FOUND., W. H. Doughty, Jr., Pres.
GREENFIELD — 1753 — GREENFIELD DEV. CO., John D. Overton, City Clerk.
HALLS—1863
HALLS DEV. CO., Mayor Jere Jordan.
HARRIMAN—5887
ROANE CTY. C. OF C., Mrs. Betty Brumley, Mgr., Roane St. L-SB (x)
HARTSVILLE — 1691 — HARTSVILLE BUS. MEN'S ASSN., Wm. Dalton, Pres.
HOHENWALD—2159 — LEWIS CTY. CIVIC CLUB, J. H. Warf, Pres.
HUMBOLDT—8416
HUMBOLDT C. OF C., Floyd Hudson, Secy. Mgr.
HUMBOLDT JOBS & IND., INC., Ben Caldwell, Pres.
HUNTINGTON—2104 — CARROLL CTY. IND. DEPT., Chas. R. Bowers, Ind. Engr., Courthouse, Box 145. L-SBF (x)
HUNTLAND — HUNTLAND DEV. CORP., Gordon Pogue, Pres.
JACKSON—33,642
JACKSON FOUND., INC., Walter Barnes, Pres., Box 1710. L-SBF
JACKSON-MADISON CTY. C. OF C., J. W. Perry, Mgr., New Southern Hotel. L-SBF

JACKSON UTIL. DIV., P. F. Falk, Mgr.-Gas Dept., 110 E. Baltimore St.
T. RAY LESLEY, Lasley Bldg., 105 College St.
W. TENN. GAS CO., D. G. Gowan, Asst. Secy.-Treas., Box 611.
JEFFERSON CITY—4559
APPALACHIAN ELECT. CO-OP., C. D. Balch, Electrification Adv.
JEFFERSON CITY C. OF C., Jeter Wardren, Secy.-Treas.
JELLICO—2201 — JELLICO DEV. ASSOC., INC., Hoyt Morton, Chm.
***JOHNSON CITY—28,607**
CLINCHFIELD IND. PARK, Johnson City, Ind. Comm., % C. of C. L-SBF
ET AND WNC TRANSPORTATION CO., C. F. Cowell, Jr., 111 Tipton St.
JOHNSON CITY IND. COMM., J. Lafe Cox, Chrmn., 339 E. Main St. L-SBF (x)
KENTON—1090 — KENTON DEV. CORP., Mark Shatz, Ind. Chm. L-SB (x)
KINGSPORT—25,913
BENNETT & EDWARDS, INC., L. L. Edwards, 1457 E. Center St.
KINGSPORT C. OF C., A. B. Coleman, Exec. V. Pres. L-SBF (x)
KINGSPORT IMP. CO., % C. of C.
MASON & DIXON LINES, INC., C. E. Chrosniak, P. O. Box 231.
***KNOXVILLE—110,089**
EAST TENN. NAT. GAS CO., P. O. Box 10245.
FIDELITY-BANKERS TRUST CO., J. D. Carringer, Mgr., Real Est. Dept., 502 S. Gay St.
GRTR. KNOXVILLE DEV. CORP., J. Temple Fraker, Pres., 918 S. Gay St.
KNOXVILLE C. OF C., David S. Dickey, Ind. Dir., 918 S. Gay St .L-SB
KNOXVILLE UTIL. BD., M. B. Whitaker, Gen. Mgr., 626 Gay St., S. W.
PLEASANT RIDGE IND. DIST., Grtr. Knoxville Dev. Corp., 918 Gay St., S. W.
ROWE TRANSFER & STORAGE CO., M. Bryan Stanley, 1319 Western Ave.
TATE & McCALLIE, Geo. S. Tate, Partner, 206 W. Clinch Ave. L-SB (x)
LAFAYETTE—1580
LAFAYETTE BOOSTERS, Geo. D. Tucker, Secy.
MACON IND. CORP. E. M. Froedge, Pres.
LA FOLLETTE—6168
LA FOLLETTE C. OF C., J. B. McCloud, Secy.
LA FOLLETTE DEV. CORP., % C. of C.
LAKE CITY—1894
LAKE CITY DEV. CORP., % C. of C.
LAWRENCEBURG—8356
LAWRENCE CTY. C. OF C., Chester P. Webb, Ind. Dir., Box 86. L-SBF (x)
***LEBANON—10,923**
LEBANON & WILSON CTY. C. OF C., Clark Cavett, Ex. Secy.
TENN. IND. DEV. COUN., Mayor Wm. D. Barid, Chm.
LEBANON IND. DIST., Mayor William Baird.
LENOIR CITY—4983 — LENOIR CITY C. OF C., T. D. Pickell, Secy.
LEWISBURG—6281 — MARSHALL CTY. C. OF C., Ted Dunning, Pres.
LEXINGTON—3925 — LEXINGTON IND. IMP. ASSOC., L. T. Hay, Secy.
LIVINGSTON—2790 — OVERTON CTY. DEV. CORP., C. R. McCormick, Pres.
LOUDON—3818
LOUDON C. OF C., Dr. Samuel Harrison, Secy.
LOUDON DEV. CORP., Box 66. L-SB (x)
McKENZIE—3746 — McKENZIE C. OF C., Guy Fumbanks, Pres.
McMINNVILLE—9007 — WARREN CTY. C. OF C., Mrs. Dorothy Moore, Secy.
MADISON — MADISON C. OF C., J. L. Carden, Chm. Ind. Dev. Comm. L-S (x)
MADISONVILLE—1823
MADISONVILLE DEVELOPERS CLUB, % C. of C.
MADISONVILLE IND. GROUP, J. C. Witt, Pres.
MADISONVILLE PLAN. COMM., E. R. Sloan, Chm. Ind. Dev. Comm.
***MANCHESTER—3925** — MANCHESTER IND. COMM., Ewing J. Threet, Chm.
MARTIN—4724
ARGO COLLIER TRUCK LINES, C. E. Weldon, Pres.
WEAKLEY CNTY. MUN. ELECT. SYSTEM, B. B. Crockett, Genl. Supt.
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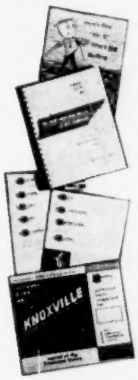

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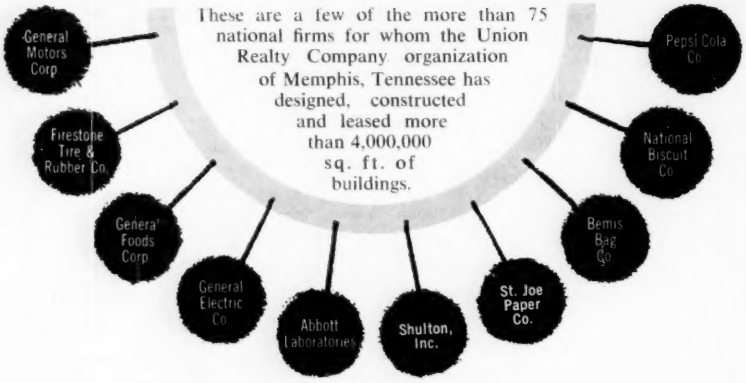

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MOSER CO., Mr. W. J. (Jack) Moser, Sir, Mercantile Continental Bldg.
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REPUBLIC NATL. BANK, E. N. Kerr, V. P., P. O. Box 5961. L-SB
S. & E. DALLAS C. OF C., Mrs. Emma Reid, Mgr., Box 11164. L-SB (x)
SOUTHERN PACIFIC LINES, E. J. Schafer, Dist. Frt. Agt., 2300 Canton St.
SOUTHERN PLAZA EXPRESS, INC., P. O. Box 10572.
SOUTHERN UNION GAS CO., C. H. Zachry, Pres., Burt Bldg. R-S (x)
SOUTHWESTERN ELEC. SERV. CO., C. D. Goforth, Dir. Ind. Dev., 1012 Mercantile Bk. Bldg. L-SB
SOUTHWEST IND. PROPERTIES, INC., David D. Bruton, Jr., Pres., Sir, 813 First Natl. Bk. Bldg.
SOUTHWESTERN PUB. SERV. CO., A. R. Watson, Sales Mgr., 720 Mercantile Bk. Bldg.
TERMINAL BLDG. CORP. OF TEXAS, Santa Fe Bldg.
STRICKLAND TRANSPORTATION CO., J. E. Tittsworth, Asst. to the Pres., P. O. Box 5689.
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TEXAS-OKLAHOMA EXPRESS, P. L. Case, Gen. Mgr., 1017 S. Akard.
TEXAS & PACIFIC RWY. CO., Harry W. Clark, Dir. Ind. Dev., 1025 Elm St.
TEXAS POWER & LIGHT CO., James D. Eppright, Dir. Ind. Dev., Fidelity Union Life Bldg. S-SB
TEXAS UTILITIES CO., 1506 Commerce St.
MR. CHARLES R. TIPS, SIR, 1312 South Ervay.
HOWELL H. AND JACK D. WATSON, SIR, 1531 Fidelity Union Life Bldg. L-SBF
WEST TRINITY IND. DIST., Carr P. Collins, Box 2580.
WINDSOR PROPERTIES, INC., W. C. Windsor, Jr., Pres., Sir, 2828 Southland Center. L-SB (x)
DECATUR—3526 — DECATUR C. OF C., Phil E. Luken. L-SBF (x)
DEL RIO—18,512 — DEL RIO C. OF C., James R. Thacker, Mgr., Box 1078. L-SB
DENISON—22,534
DENISON C. OF C., Bill E. Henderson, Mgr., 313 W. Woodard. L-SBF (x)
F. KOHFELDT & SON, REALTORS, Mr. F. H. Kohfeldt, Sir, 118 W. Main St., P. O. Box 305.
DENTON—26,686
DENTON C. OF C., Silas B. Ragsdale, Jr., Mgr., Drwr. P, 221 E. Elm St. L-SBF (x)
DENTON IND., INC., Ben Ivey, Pres., Box 1181. L-SBF (x)
DEUTSCH ENTERPRISES, Expressway Ind. Park, 1007 University Dr.
DONNA—7477 — DONNA C. OF C., W. C. Sanders, Mgr., 510 Miller St.
EAGLE PASS—11,854
EAGLE PASS C. OF C., Harvey Seymour, P. O. Box 488. L-SB
EAGLE PASS IND. FOUND., % C. of C.
EASTLAND—3276 — EASTLAND C. OF C., Herbert J. Tanner, Mgr., Box 146. L-SBF (x)
EDINBURG—18,511
EDINBURG C. OF C., Pledger Cate, Jr., Mgr., Box 85. L-SB (x)
EDINBURG IND., INC., P. O. Box 85.
EL CAMPO—7684
HENDERSON IND. SITES, Tom D. Henderson, Box 766.
EL CAMPO C. OF C. & AGRIC., Vaughan E. Gray, Mgr., Box 446. L-SBF (x)
ELECTRA—4731 — ELECTRA C. OF C., F. V. Brasfield, Mgr., 109 N. Wagner. L-SB (x)
EL PASO—273,212
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MR. WILLIAM J. ELLIOTT, SIR, 110 North Stanton.
EL PASO C. OF C., Mr. Harlan Hugg, Chrm. Ind. Comm., 310 San Francisco. L-SB (x)
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MAN-DAYS IDLE PER EMPLOYED WORKER

(Total of all Work Stoppages)

Year	Dallas	Texas	U. S.
1958	.041	.311	.473
1956	.076	.361	.643
1954	.151	.298	.465
1952	.115	.550	.694
1950	.210	.400	.869

Source: U. S. Bureau of Labor Statistics and Texas Employment Commission.

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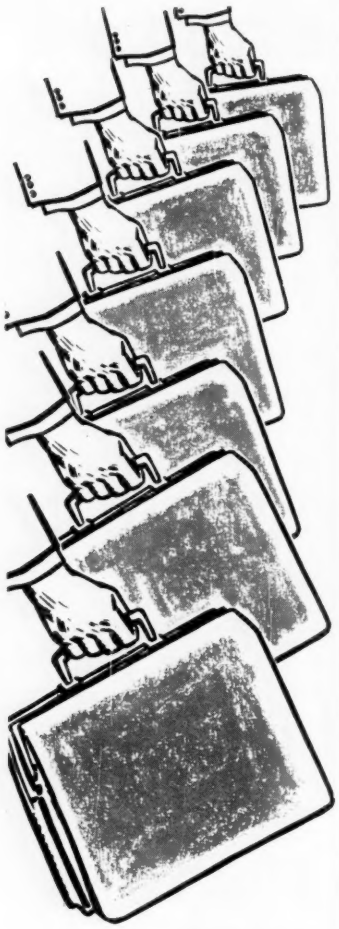

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PRESTON IND. DIST., Jack McKay, Mgr., Citizens Bank Bldg. L-SBF
FALFURRIAS—6467 — FALFURRIAS C. OF C., Jack Johnson. L-SB (x)
FORNEY—1544 — FORNEY C. OF C.
FT. WORTH—347,368
BAILEY IND. ADDITION, Wm. J. Bailey Estate, John T. Bailey, Adm., Box 7485.
CHICAGO, ROCK ISLAND & PACIFIC R. R. CO., J. Norman Belcher, Div. Frt. Agt., 807 Texas Pacific Bldg.
CLARK & HENRY, Mr. P. D. Henry, Sir, 209 W. 8th St.
COMMUNITY PUBLIC SERVICE CO., 408 W. Seventh St.
CONNER AVE. IND. & WAREHOUSE ADDN., W. J. Newell & Byron Nelson, 2739 Ludelle St.
CONTINENTAL NATL. BANK OF FT. WORTH, Harold S. Foster, V. Pres., P. O. Box 910.
FIRST NATL. BANK P. O. Box 2260. L-SB
FT. WORTH C. OF C., Rex Jennings, Mgr. Ind. Dept., 700 Throckmorton St. L-SB (x)
FT. WORTH & DENVER RWY. CO., Y. E. Juge, F. T. M., Box 943. S-SB
FT. WORTH NATL. BANK, G. O. Barney, Vice Pres., Box 2050. L-SBF
LONE STAR GAS CO., Frank Jackson, Ind. Engr.
RICHLAND IND. PARK, E. L. Baker, 4th Floor Mutual Savings Bldg.
ST. LOUIS SOUTHWESTERN RWY. CO., Horace T. Culp, 701 E. 5th St.
TEXAS ELEC. SERVICE CO., John I. Wheeler, Mgr. of Area Dev., P. O. Box 970. S-SB
WESTCLIFF IND. DIST., Term. Bldg. Corp. of Tex., Santa Fe Bldg., Dallas, Tex.
FREEPORT—11,492
PORT OF FREEPORT.
GAINESVILLE—13,031
FOUNDRY IND. DIST., Gainesville Iron Foundry, Inc.
GAINESVILLE C. OF C., B. L. Young, Mgr., 310 E. California. L-SBF (x)
GAINESVILLE IND. FOUND., R. W. Briscoe, Pres., 113 N. Comm. St. L-SBF (x)
***GALVESTON—65,662**
GALVESTON C. OF C., E. S. Holliday, Gen. Mgr., 315 Tremont St. L-SB (x)
GALVESTON WHARVES, W. H. Sandberg, Gen. Mgr., 2404 Ave. C., P. O. Box 328.
GULF, COLORADO & SANTA FE RWY., R. E. Couden, Ind. Agt., Santa Fe Bldg. R-SB (x)
SANTA FE IND. DIST., Mr. W. P. Dahl, Santa Fe Building.
SANTA FE RWY., W. P. Dahl, Ind. Agt., Box 629.
GATESVILLE—4611
GATESVILLE C. OF C., Col. Alfred H. Hopkins, Mgr., Box 206, 714 Main St.
GEORGETOWN—5220
GEORGETOWN C. OF C.
GILMER—4306 — GILMER C. OF C.
GLADEWATER—5742
GLADEWATER C. OF C., Woody Forrester, Mgr., Box 1409. L-SBF (x)
GONZALES—5828
GONZALES C. OF C., Clarence M. Hallmark, Mgr., Box 134. L-SB (x)
GRAHAM—8453 — GRAHAM C. OF C., John Killough, Mgr., 628 A 3rd St. L-SB (x)
GRAND PRAIRIE—30,202
GRAND PRAIRIE C. OF C., Glenn C. Waggoner, Mgr., 304 W. Main.
GRAND SALINE—2003 — GRAND SALINE IND. FOUND., % C. of C. L-BF (x)
GRANDVIEW — GRANDVIEW IND., FOUND., INC., % C. of C.
GRAPEVINE—2805
GRAPEVINE C. OF C., Mr. Otis, Box 428.
***GREENVILLE—18,109**
GREENVILLE BD. OF CITY DEV., Leo Hackney, Pres., Municipal Bldg. L-F (x)
GREENVILLE C. OF C., Ivan C. Elmer, Mgr., P. O. Box 224. L-SBF
GREENVILLE IND. DEV. FUND, INC., Mr. B. R. Brown, Pres., P. O. Box 224. L-F (x)
GROESBECK—2382 — GROESBECK IND. FOUND., INC., % C. of C.
***HARLINGEN—40,794**
ARROYO COLO. NAVIGATION DIST., Clifford H. Purdy, Chm., 518 Embee Bldg. L-SB (x)
HARLINGEN C. OF C., J. E. Bell, Mgr., 411 S. Comm., Box 189. L-SB (x)
HEARNE—5046
BRAZOS VALLEY DEV. CORP., Chas. E. Blake, Pres., Box 666.
HEARNE C. OF C., Miss Julia Slagle, Mgr., 107 3rd St. L-SBF (x)
HENDERSON—9550
HENDERSON IND. DIST., Rex Carpenter, Mgr., 205 N. Main. L-SBF (x)
RUSK CTY. C. OF C., Rex Carpenter, Mgr., 205 N. Main. L-SBF (x)
HICO—1014
HICO C. OF C., Harold D. Walker, Mgr.
HILLSBORO—7306
HILLSBORO C. OF C., W. W. Cox, Secy., Mgr., 111 S. Covington St. L-SBF (x)
HILLSBORO IND. COMM., Oscar Harold, Chm., % Texas Pow. & Light Co.
HILLSBORO 1000 IND. CLUB, Dr. Chas. A. Garrett, Chm., 300 Carr St. L-SBF (x)
HONDO—4969
HONDO C. OF C., C. V. Stuckey. L-SB
HOUSTON—932,630
LESLIE L. APPELT ASSOC., INC., Mr. Leslie L. Appelt, Sir., 2219 First City Natl Bank Bldg. R-SBF
BANK OF THE SOUTHWEST, C. C. Smith, V. P. & Mgr. Ind. Dept., Box 2629. R-SBF
BROWN & ROOT, INC., Brown Booth, Dir. Adv., Box 3.
W. G. BURCHFIELD & BRO., Mr. R. H. (Bob) Burchfield, Sir, 305 Rusk Bldg. R-SBF (x)
CENTRAL IND. PARK, Terminal Bldg. Corp. of Texas, Santa Fe Bldg., Dallas, Texas.
CITY NATL. BANK, Doug Hedges, Adv. Mgr., Box 2557.
FRANCIS INVESTMENT CO., Tom C. Mabray, Texas Natl. Bank Bldg.
MR. T. F. HACKNEY, SIR, 425-B Texas Nat'l. Bank Bldg.
HARRIS CTY.-HOUSTON SHIP CHANNEL NAVIG. DIST., Jerry P. Turner, Gen. Mgr., P. O. Box 2562.
WYATT C. HEDRICK, ARCH. ENGR., Joe F. Power, P. O. Box 1133. R-S
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HOUSTON BANK & TRUST CO., Mr. C. E. Woodall, Sir, 1801 Main St., Box 2559.
HOUSTON BELT & TERMINAL RWY. CO., W. A. Little, Ind. Commr., Box 1446.
HOUSTON C. OF C., Robert D. Abel, Jr., Mgr., Area Dev. Dept., Box 2371.
HOUSTON IND. DIST., INC., Edward J. Klein, V. P., 2330 W. Holcombe. L-SBF (x)
HOUSTON LIGHTING AND POWER CO., Wesley A. Kuenemann, Mgr. Ind. Sales Dept., P. O. Box 1700. L-SB
HOUSTON NATURAL GAS CO., Alex Chesser, Adv. Mgr., Box 1188.
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B. C. McConnell, Rltr., 2044 Colquitt St.
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M. Hayes, 1811 Ruis.
MISSOURI PACIFIC R. R. CO., W. P. Ludwig, Jr., Asst. Dir. Ind. Dev., Box 2052. R-SB (x)
MORRISON & MORRISON, Mrs. Charles R. Morrison, Sr., Sir, 467 Texas Nat'l. Bank Bldg.
ROBERT E. NESMITH, INC., Dick Lewis, Dir. of Sales Eng., 6738 Long Drive.
OLSON BROS., A. E. Olson, Box 6892.
PECKINPAUGH DEV. CO., W. T. Peckinpaugh, Jr., Sir, 2510 Travis. S-SB (x)
PHILLIPS IND. SITES, Phillips Petroleum Co., 429 Phillips Bldg., Bartlesville, Okla. L-SB (x)
PORT OF HOUSTON, J. P. Turner, Gen. Mgr., 1519 Capitol Ave.
W. R. ROMINE CO., W. R. Romine, 3600 Mangum Rd.
RYDER TRUCK LINES, INC., P. O. Box 2625.
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TEXAS NATL. BANK, John N. Hunt, V. P., Box 2559. R-SBF (x)
TEXAS & NEW ORLEANS R. R., G. E. Scholibo, Asst. Ind. Commr., Box 219.
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TRUNKLINE GAS CO., P. O. Box 1642.
LEE WAY MOTOR FREIGHT, INC., Tom Cornelius, Sales Mgr., 320 Chartrs St.
MR. EARL A. WYATT, SIR, 1018 Continental Bank Bldg.

HUNTSVILLE—12,047 — HUNTSVILLE-WALKER CTY. C. OF C., Maurice E. Turner, Mgr., Box 510. L-SBF (x)

IRVING—45,414
IRVING C. OF C., Weldon T. Gibson, Mgr., P. O. Box 445. L-SBF (x)
IRVING IND. DIST., St. L.-San Fran. Rwy. Co., Rm. 215, Frisco Bldg., 906 Olive St., St. Louis, Mo. L-SB

JACKSONVILLE—9532
JACKSONVILLE C. OF C., W. E. Bailey, Pres., Box 1231. L-SBF (x)

JEFFERSON—3072 — JEFFERSON C. OF C. IND. COMM., U. L. Williamson, Chm., 117 W. Lafayette. L-SB (x)

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KARNES CITY C. OF C., Herb Smith, Mgr., 314 E. Calvert Ave. L-SBF (x)

KERENS—1111 — KERENS IND. FOUND.

KERRVILLE—8772 — KERR CTY. C. OF C., Les Brecht, Mgr., Box 790.

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KILGORE C. OF C., A. J. Janca, Mgr., P. O. Box 1582. L-SBF
KILGORE IND. FOUND., INC., M. K. Weitzel, Exec., 215 N. Kilgore St. L-SBF (x)

KILLEEN—23,182 — KILLEEN C. OF C., Dan Manfull, Mgr. L-SBF

KINGSVILLE—24,921 — KINGSVILLE C. OF C., IND. DEV. COMM., T. A. Harrell, Sr., Chm., Box 1030. L-SF (x)

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LaGRANGE IND. FOUND., J. L. Hart, Pres. of C. of C., Prof. Bldg.

LAMESA—11,618 — LAMESA C. OF C., Pat Ryan, Mgr., Box 580. L-SB

LAREDO—60,816
LAREDO C. OF C., Jack C. Key, Ex. V. P., 1120 San Bernardo Ave. L-SB

LINDEN—1798 — LINDEN C. OF C., Ray C. Cochran, Mgr. L-SBF (x)

LIVINGSTON—3171
POLK CTY. C. OF C., Ingram C. Pace, Mgr., Box 266. L-SBF (x)

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T.I.M.E., INC., G. C. Miller, Dir. of Sls. & Traffic, P. O. Box 1120.
LUFKIN—17,554
ANGELINE CTY. C. OF C., Herman Brown, Mgr. L-SBF (x)
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LULING—4375 — LULING C. OF C., David M. Corchran, Box 710.
McALLEN—32,618
McALLEN C. OF C., Paul T. Vickers, Mgr., 10 N. Broadway. L-SB (x)
BECK IND. TRACT., Prescott Smith, P. O. Box 1465.
McGREGOR—4581
McGREGOR CIVIC ENTERPRISES, INC., Mrs. Timmie Tippett, Mgr., % C. of C.
McKINNEY—13,535
McKINNEY C. OF C., Audie Turrentine, Pres., 200 W. Va. L-SBF (x)
MARLIN—6889
MARLIN C. OF C. & AGRICULTURE, Ernest H. Donohoo, Mgr. L-SBF (x)
MARLIN CIVIC IND. CORP., % C. of C.
MARSHALL—22,326
MARSHALL C. OF C., Joe L. Mock, Mgr., Box 312. L-SBF (x)
MARSHALL IND. FOUND., V. H. Hackney, Pres., Box 312. L-SBF (x)
MART—2195 — MART IND. FOUND., T. H. Burton, Mgr., % C. of C.
MERCEDES—10,749 — MERCEDES C. OF C., Col. H. G. Stein, Mgr.
MERKEL—2289 — MERKEL C. OF C., Orville D. Roland, Mgr., 206 Oak. L-SBF (x)
MESQUITE—27,345
MESQUITE C. OF C., Leslie G. Brown, Mgr., 106 N. Broad St. L-SBF (x)
MEXIA—5932
MEXIA C. OF C., J. C. Killingsworth, Mgr., Box 352. L-SB (x)
MEXIA IND. FOUND., C. E. Carter, Secy., Box 352.
MIDLAND—62,497
MIDLAND C. OF C., Delbert D. Downing, Mgr., Box 1606. L-SB (x)
MIDLAND IND. PLANNING, INC., Mr. Stanley C. Moore, P. O. Box 3135.
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MINEOLA IND. FOUND., J. Y. Thomas, Pres., Box 68. L-SBF (x)
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MINERAL WELLS C. OF C., C. H. Meek, Col. USA, Ret., Box 99. L-SB
MINERAL WELLS IND. FOUND., Norman P. Hines, Pres., 217 W. Hubbard St. L-SBF
MISSION—14,013
MISSION C. OF C., Albert A. Ady, Mgr.
MT. PLEASANT—7986
MT. PLEASANT C. OF C., G. L. Brogoitti, Pres., P. O. Box 646. L-SB
MT. PLEASANT IND. FOUND., Winston O. Ward, Pres., Box 646. L-SBF
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NACOGDOCHES IND. FOUND., Ben Ritterskamp, Secy., Box 306. L-SBF
TEXAS POWER & LIGHT CO., E. C. Patterson, Dist. Mgr., Box 191.
NAVASOTA—4880 — NAVASOTA IND. FOUND., % C. of C., P. O. Box 530.
NEW BOSTON—2753
NEW BOSTON IND. COUN., Freeman Cross, Pres., Box 698. L-SBF (x)
NEW BRAUNFELS—15,576
NEW BRAUNFELS BD. OF CITY DEV. & COMAL CTY. C. OF C., A. D. Nuhn, Mgr., P. O. Box 180.
ODEM—2082 — ODEM C. OF C., A. A. Luckenbach, Box 237.
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ODESSA C. OF C., R. W. Hedges, 211 W. 3rd. L-SBF
OLNEY—3854
OLNEY C. OF C., J. E. Meroney, Mgr.
ORANGE—25,391
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ORANGE C. OF C., Robt. E. Dear, Mgr.
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ORANGE IND. DEV. COMM., John W. Simmons, Dir., Box 911.
ORANGE NATL. BANK, T. D. Sells, Ex. V. P.
ORANGE GROVE—1095
ORANGE GROVE C. OF C., C. J. Freudenberg, Chm., Ind. Dev. Comm., Box 132.
PALACIOS—3668 — PALACIOS C. OF C.
PALESTINE—13,964
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PAMPA C. OF C. & BD. OF CITY DEV., E. O. Wedgeworth, Gen. Mgr., Box 1942.
PARIS—20,858
LAMAR CTY. C. OF C., J. H. Oxford, Mgr., 108 Lamar. L-SBF
PARIS IND. FOUND., Robt. McWhirter, Pres., % First Natl. Bk.
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PLAINVIEW C. OF C., Charlie Young, Mgr., Box 551.
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PORT ARTHUR C. OF C., Lyle Vicker, Ex. V. P., P. O. Box 650. L-SB (x)
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FIRST STATE BANK, Sam R. Foubion, V. P.
PORT LAVACA C. OF C., Cliff Terrell, Mgr., Box 528. L-SB
QUANAH—4594 — QUANAH C. OF C., J. W. Martin, Mgr., 205 W. 2nd St. L-SBF (x)
RANGER—3229 — RANGER C. OF C., R. V. Galloway, Mgr., Box 57.
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WILLACY CTY. C. OF C., Byron E. White, Mgr., Box 746. L-SB (x)
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ROCKDALE—4447
ROCKDALE C. OF C., Mrs. W. E. Curlee. L-SB
RUSK—4892
RUSK C. OF C., J. R. Perkins, Mgr. L-F
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PORT OF SABINE PASS.
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SAN ANGELO BD. OF CITY DEV., Russell L. Willis, Mgr., Box 712. L-S ()x
SAN ANGELO IND., INC., Russell L. Willis, Mgr., 221 S. Chadbourne. L-SBF (x)
SAN ANTONIO—583,690
ALAMO NATL. BANK, Robert D. Barclay, Jr., V. P., 306 W. Commerce St. R-SBF (x)
BEXAR CTY. NATL. BANK, Jesse S. Jones, V. P., 325 N. St. Mary's St. R-SBF (x)
CITY PUBLIC SERVICE BD., V. H.

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GROOS NATL. BANK, Ernest M. Groos, Jr., V. P., 143 W. Commerce St. R-SBF (x)
MISSOURI-KANSAS-TEXAS LINES, Hudson F. Biery, Ind. Agt.
NATL. BANK OF COMMERCE, Leland S. Austin, V. P., 401 W. Commerce St. R-SBF (x)
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SAN MARCOS C. OF C., Caesar Damon, Mgr., Box 37. L-SB (x)

SAN SABA—2648 — SAN SABA CTY. C. OF C., W. Barney Sullivan, Box 567.

SEGUIN—14,254
SEGUIN & GUADALUPE CTY. C. OF C., F. W. Stewart, Mgr., 109-B. E. Gonzales St.
SEGUIN IND. FOUND., George A. Cushman, Mayor.

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SHERMAN—24,507 — SHERMAN C. OF C., M. K. Weitzel, 306 N. Travis St. L-SBF

SINTON—5969 — SINTON C. OF C., Mary Frances Fleetwood.

SMITHVILLE—2935
SMITHVILLE C. OF C., Harold H. Goerner, Mgr., 317 Main St. L-SBF (x)
SMITHVILLE IND. FOUND., % C. of C.

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STEPHENVILLE C. OF C., L. B. Howard, Mgr., Box 306. L-SBF (x)

SULPHUR SPRINGS—9166
HOPKINS CTY. C. OF C., Jim Anderson, Mgr., Box 347. L-SBF (x)
HOPKINS CTY. IND. FUND., INC., % C. of C.

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SWEETWATER BD. OF CITY DEV., A. C. Bishop, Mgr., Blue Bonnet Hotel, Box 1148.

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TAYLOR C. OF C., Lee Goodman, Jr., Mgr., Box 231. L2-SBF (x)

TEMPLE—29,546
TEMPLE IND. FOUND., A. P. Brashear, Sr., V. P., 1st Natl. Bk. Bldg. L-SBF (x)

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TERRELL C. OF C., IND. COMM., R. C. Hulsey, Chm., Box 38. L-SB (x)
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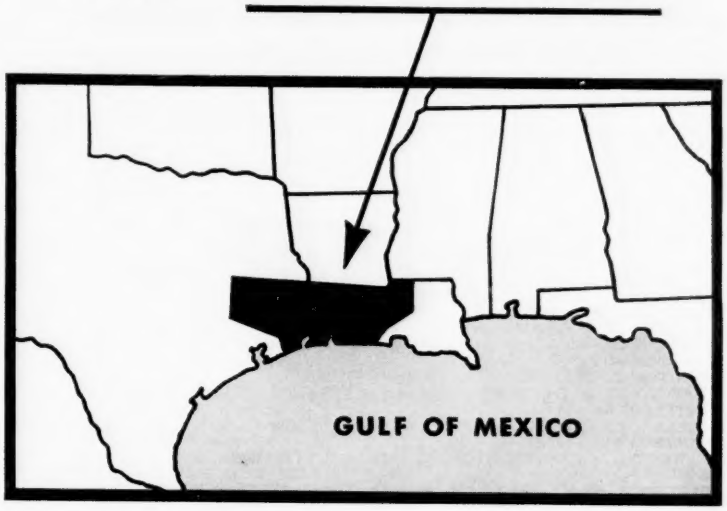

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TYLER IND. FOUND., % C. of C.
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UVALDE C. OF C., Joe McCauley, Mgr.
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VICTORIA BANK & TRUST CO., Charles S. Hanley, Box 730.
VICTORIA C. OF C., N. Leslie Kelley, Ex. V. P., 1201 N. Navarro. L-S (x)
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WACO IND. FOUND., Vern Lemon, Exec. Vice Pres., 414 Franklin, P. O. Box 1220. L-SBF
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WAXAHACHIE C. OF C., Mark A. Smith, Mgr., 104 N. College. L-SBF
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WEATHERFORD C. OF C., 109 Palo Pinto.
WEATHERFORD IND. PLAN., % C. of C.
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WESLACO C. OF C., Mark Piepgrass, Mgr., 520 Kansas St. L-SB
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WINNSBORO C. OF C., Mr. Charlie Monk, Box 434.
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BOX ELDER C. OF C., Ross C. Bowen.
CEDAR CITY—7493
CEDAR CITY—7493 — CEDAR CITY C. OF C., Whitney H. Jensen.
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SUMMIT CTY. IND. DEV. BUR., % Summit Cty. Comm.
DELTA—1564
MILLARD CTY. IND. BUR., Wm. Bishop.
HEBER—2932 — WASATCH CTY. IND. DEV. ORG., Cty. Comm.
LOGAN—18,723
CACHE C. OF C., Dean R. Smith, Mgr.
MANTI—1740 — SANPETE CTY. IND. DEV. DIREC., Len C. Jensen.
MIDVALE—5794
MIDVALE C. OF C., Everett E. Dahl.
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JUNIUS R. TRIBE CO., 2427 Kiesel Ave.
WEBER CTY. IND. BUR., Bernie Diamond, Hotel Ben Lomond. L-SBF (x)
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PAYSON—4231
PAYSON C. OF C., Roy Broadbent.
PRICE—6759
EASTERN UTAH, INC., Wm. J. Welch, Jr.
PRICE C. OF C., Ruth B. Grogan, Ex. Secy., Municipal Bldg.
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PROVO C. OF C., Charles E. Peterson. L-SB (x)
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FIRST SECURITY BANK, Elroy Nelson, Box 1289.
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SPRINGVILLE C. OF C., Reed Miner.
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TOOELE C. OF C., Lionel Olson.
VERNAL—3613
VERNAL C. OF C., L. Y. Sidoway.

VERMONT

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BARTON C. OF C., John Bolton, Secy.
BELLOWS FALLS—3778
BELLOWS FALLS C. OF C. L-SB (x)
BENNINGTON—7950
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BENNINGTON CTY. IND. CORP., Carroll P. Adams, Exec. Sec.
BIG MILL, INC., Francis E. Morrissey.
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BRATTLEBORO DEV. CREDIT CORP., John Kristensen.
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GRAND ISLE IND. COMM., Warren Pearl.
GROTON
GROTON IND. COMM., John W. French.
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LONDONDERRY — LONDONDERRY ASSOC., IND. COMM., George Ahrens, Pres.
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LUDLOW IND. GROUPS, INC., Henry Vail.
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LYNDONVILLE C. OF C., Herbert H. Gregory. L-SBF (x)
NORTHEASTERN VT. DEV. ASSN., Carl F. Gordon. L-SB
MANCHESTER
MANCHESTER C. OF C., W. E. McLean, Manchester Depot Ctr. L-SBF (x)
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GRTR. VERMONT ASSN., Edwin Benjamin, Jr., Ex. V. Pres., 7 Langdon St. S-S (x)
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MONTPELIER AREA DEV. ASSOC., Clifford W. Bowman, Dir., P. O. Box 327.
VERMONT DEV. COMM., John M. Thompson, Jr., Dir. Econ. Res., State St.
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MORRISVILLE IND. COMM., Bruno Loati.
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ST. JOHNSBURY C. OF C., Frank Bracey, Ex. Dir.
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WESTMINSTER — WESTMINSTER DEV. ASSN., Mrs. Elizabeth Simonds.
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WHITE RIVER JUNC. IND. COMM., Frank Gilman, Secy., % Hartford C. of C.
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WINOOSKI C. OF C., IND. DEV. COMM., John LaPlante.
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WOODSTOCK C. OF C., Frank Teagle, Jr.

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ARLINGTON C. OF C., Robt. J. Johnson, Mgr. Dir.
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SOUTHSIDE DEV. CORP., John D. Hereford.
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FRANKLIN—7251 — FRANKLIN C. OF C., Miss J. Lois Millner, Ex. Secy.
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GALAX HOLDING CORP., H. M. Todd, Secy.-Treas., % C. of C.
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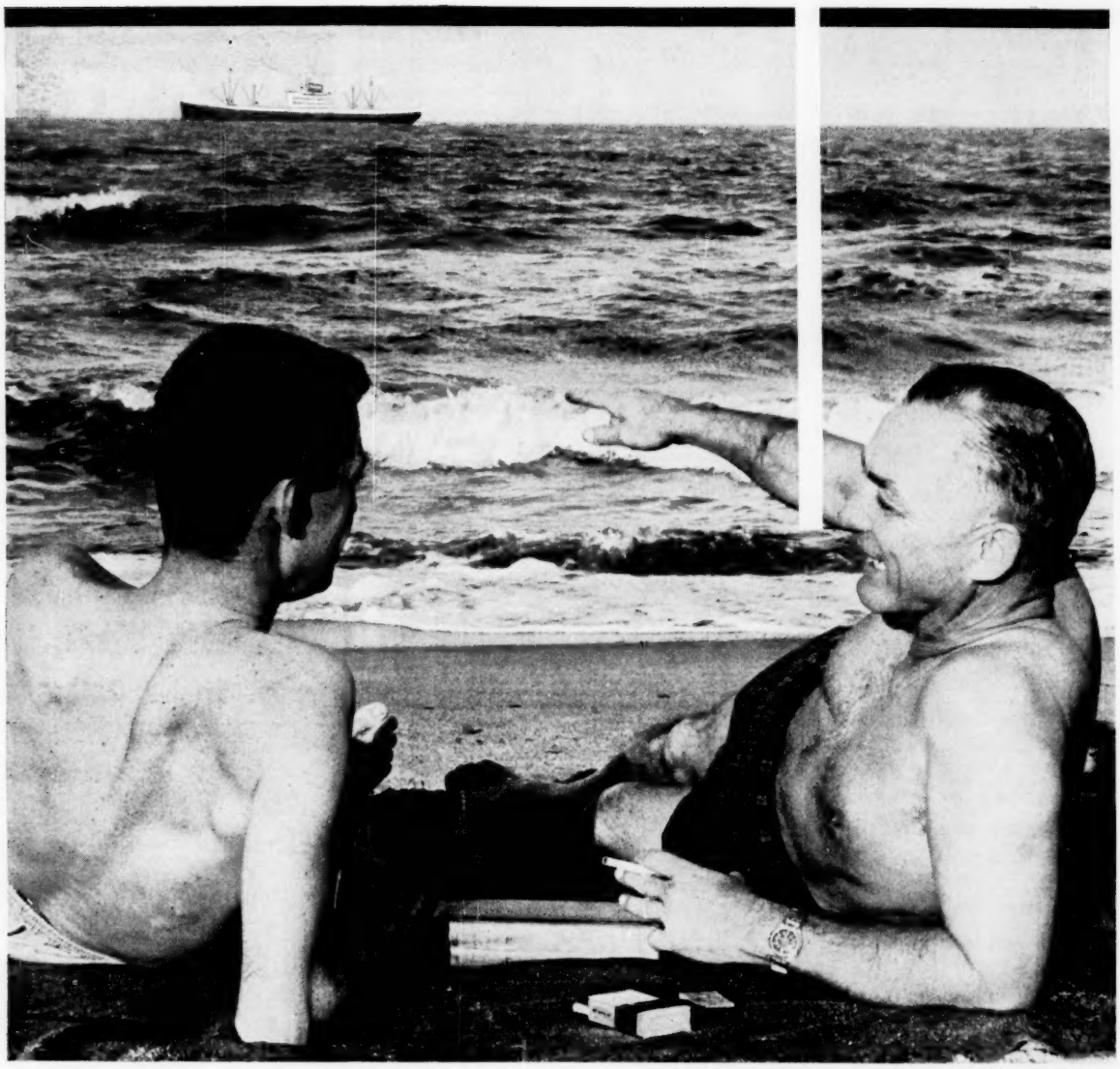

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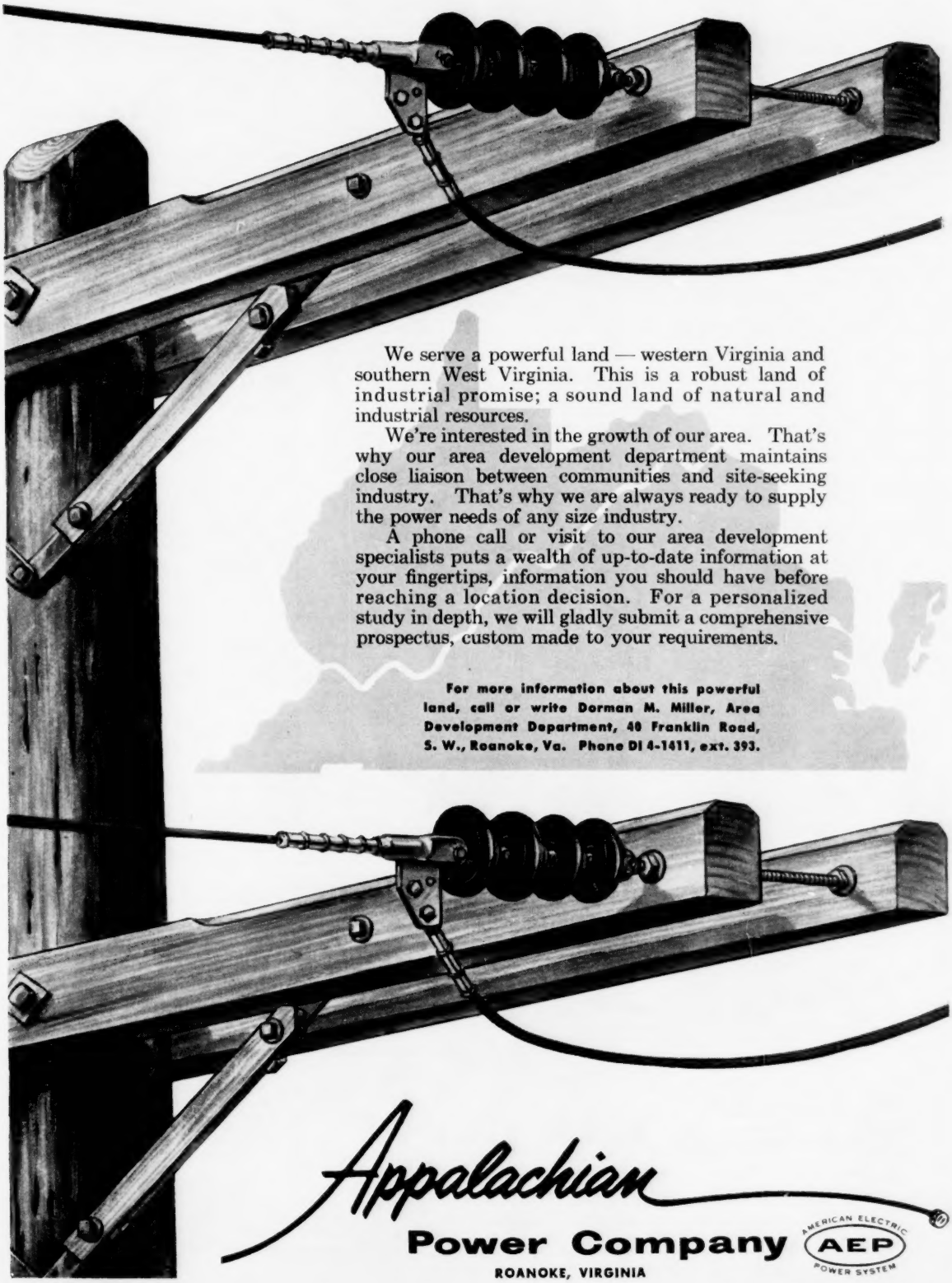

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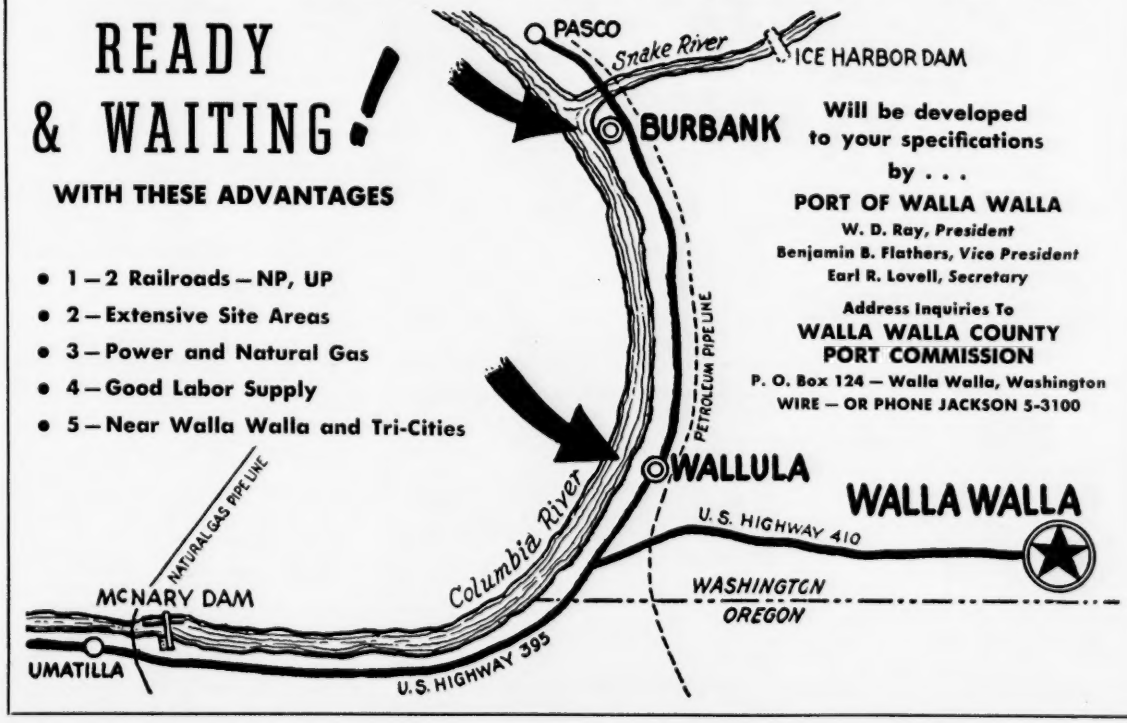

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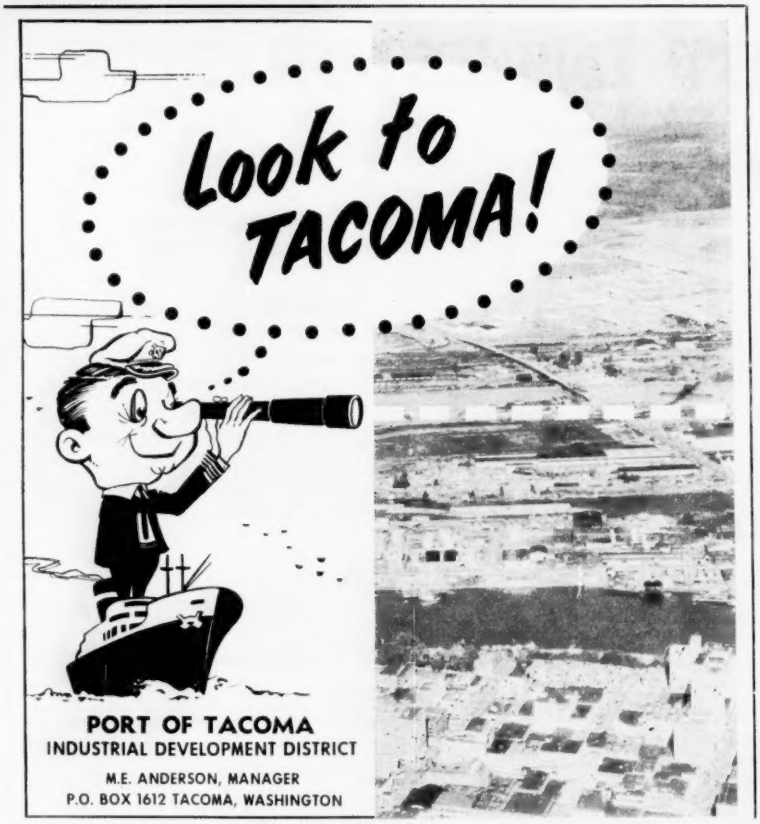

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FOX LAKE ADVANCEMENT ASSN., INC., Cyril C. Manning, Secy.
FREDERIC — FREDERIC IND. DEV. CORP., R. C. Brandt, Secy.
FRIESLAND — FRIESLAND AREA DEV. CORP., Fred E. Leystra, Jr., Pres.
GALESVILLE—1196 — GALESVILLE IND. DEV. CORP., Rolf Giere, Secy.
GENOA CITY
GENOA CITY IND. EXPANSION, INC., Derald M. West, Secy.
GERMANTOWN
GERMANTOWN IND. DEV. CORP., Mr. Clarence E. Schramm, Pres.
GILLETT—1361
GILLETT IND. DEV. CORP., Willard Schleicher, Pres. L-SBF
GLENWOOD CITY
GLENWOOD CITY IND. DEV. ASSOC., Dr. Philip Limberg, Pres. L-SBF (x)
GRAFTON—3745 — GRAFTON DEV. CORP., Robt. P. Zaun, Pres.
GRANTSBURG
GRANTSBURG IND. DEV. CORP., Clarence A. Wagman, Pres. L-SBF (x)
***GREEN BAY—62,653**
BROWN CTY. BRD. OF HARBOR COMM., John F. Sainsbury, Port Dir., Courthouse.
CLAIRMONT TRANSFER CO., Elmer J. Wery, Sales Mgr., P. O. Box 1011.
GREEN BAY AREA C. OF C., John A. Borgenson, Gen. Mgr., Box 666.
GREEN BAY-CHICAGO LINES, 1724 South Broadway.
GREEN BAY IND. DEV. AUTH., R. C. Breth, Secy., Box 128. L-SB
OLSON TRANSPORTATION CO., P. O. Box 1187.
WISC. PUB. SER. CORP., 600 N. Adams St.
GREEN LAKE — GREEN LAKE DEV. CORP., Carl A. Weinkauf.
HANCOCK — HANCOCK IND. DEV. CORP., Chester Hamilton, Pres.
HARTFORD—5597 — HARTFORD C. OF C., Robert Hutto, 253 W. Sumner St.
HARTLAND—2083 — HARTLAND COM. IND. DEV. CORP., E. Jacobs, Secy.
HAYWARD—1515 — HAYWARD DEVELOP. CORP., Perry A. Risberg, Pres.
HORICON—2985 — HORICON DEV. CORP., Lyle Doughty, Pres.
HUDSON—4317 — HUDSON & N. HUDSON DEV. CORP., Mr. E. A. Schuler, Pres.
IOLA
FIRST STATE BANK, S. J. Leean, Pres. L-SBF (x)
IOLA AREA DEV. CORP., J. H. Twetan, Pres. L-SB (x)
IRON RIDGE — IRON RIDGE DEV. CORP., Julius C. Schulz, Pres.
Schulz, Pres.
JANESVILLE—34,895
JANESVILLE C. OF C., Robt. F. Westfall, Ex. Secy., 19 E. Milwaukee St. L-SBF (x)
JOHNSON CREEK — JOHNSON CREEK AREA DEV. CORP., Wilfred Else.
JUNEAU—1722
JUNEAU IND. DEV. CORP., C. W. Tamm.
KAUKAUNA—10,071
KAUKAUNA ADVANCEMENT ASSN., Neil J. McCarty.
KAUKAUNA C. OF C., James E. Bambery.
KENOSHA—67,330
CITY HARBOR COMM., John Serpe, Sec'y., City Hall, Room 1.
FIRST NATL. BANK, Lynn T. Hannahs, Pres.
KENOSHA IND. DEV. FOUND., INC., M.C. Wittenberg, Secy., P. O. Box 831. L-SBF (x)
MR. ROBERT B. WHITAKER, SIR, 925 59th St.
***KIEL—2533**
KIEL C. OF C., Gaylord Renz, Secy.
LA CROSSE—47,258
DAIRYLAND POWER COOP., 407 Rivoli Bldg.
GATEWAY TRANSPORTATION CO., James R. Smaby, V.P., Traffic & Sales, 2130-2150 South Avenue.
LA CROSSE CTY. IND. DEV. COUNS., E. H. Woehrmann, Secy., Box 842, C.of C. L-SB (x)
NORTHERN STATES POWER CO., A. L. Christensen, Mgr., 122-5th Ave., N. R-SB (x)

LADYSMITH—3539
LADYSMITH COMM. IND. DEV. CORP., Mr. R. H. Suess, Incorporator.
LAKE GENEVA—4883 — LAKE GENEVA DEV. CORP., Mr. E. A. Traver, Pres.
LAKE MILLS—2926 — LAKE MILL AREA CORP., Chas. Pirwitz, Pres.
LANCASTER—3683 — LANCASTER IND. DEV. CORP., Jules F. Brown, Secy.
***LITTLE CHUTE—5079** — LITTLE CHUTE DEV. ASSN., Paul Hermsen, Chm. L-SB (x)
LOMIRA — LOMIRA AREA IND. DEV. CORP., Lloyd Sterr, Secy.
LOYAL—1146
LOYAL IND., INC., Tony Zupanc, Pres.
***LUXEMBURG** — LUXEMBURG IND., DEV. CORP., Richard Seidal, Secy.
LYONS
HARRINGTON RLTY.
McFARLAND—1293 — McFARLAND IND. DEV. CORP., Joe Wergin, Pres.
MADISON—126,063
DIV. OF IND. & PORT DEVEL., Governor's Office (2).
MADISON C. OF C., H. Kelley Meyer, Dir. Ind. Dev., 23 W. Main.(1). L-SB (x)
WISCONSIN DIV. OF IND. DEV., John J. Benson, Dir., State Capitol (2). S-SB (x)
WIS. POWER & LIGHT CO., J. R. Frederick, Dir. Ind. Dev., 122 W. Washington Ave. (1). S-SBF
WISCONSIN STATE C. OF C., Frank A. Hausheer, Gen. Mgr., 411 W. Main St., Box 1143. S-SB (x)
MANAWA—1028 — MANAWA IND., INC., Chas. Hoffman, Pres.
MANITOWOC—31,577
MANITOWOC C. OF C., Mead F. Hansen, Mgr., 304 Wood Block. L-SB
MANITOWOC CTY. ASSN. FOR IND. DEV., W. C. Wollum, Chm., 1622 S. 12th St. L-SB (x)
MANITOWOC DEV. CORP., Frank Kloiber, Pres.
MANITOWOC IND. DEV., INC., Mead F. Hansen, Sec'y., 304 Wood Block. L-SBF
***MARINETTE—13,300** — MARINETTE C. OF C., Geo. S. Robbins, Mgr. L-SBF (x)
MARKESAN—1066 — MARKESAN IND. DEV. CORP., Verle Evans, Secy.
MARSHFIELD—14,142
GRTR. MARSHFIELD, INC., H. F. Dankemeyer, Pres., P. O. Box 26.
MARSHFIELD C. OF C., Wm. A. Uthmeier, Ex. Secy., P. O. Box 48.
MAUSTON—3514 — MAUSTON IND., INC., W. A. Kastner, Pres.
MEDFORD—3248 — MEDFORD IND. DEV. CORP., Corliss Jensen.
MELROSE
MELROSE DEV. CO., INC., Jacob Rienks.
MENOMONIE—18,213
MENOMONIE C. OF C., Leland M. Score, Ex. Secy., 119-6th Ave., W. L-SB (x)
MENOMONIE DEV. CORP., James G. Solberg .
***MERRILL—9463** — MERRILL AREA DEV. CORP., Val Chilsen, Secy .
MERRILL C. OF C., Leonard C. Hackbarth.
MIDDLETON—4408 — MIDDLETON IND. DEV. CORP., Joseph Graber, Pres.
MIDDLETON—4408
MIDDLETON IND. DEV. CORP., Joseph Graber, Pres.
MILLTOWN—1668
MILLTOWN DEV. CORP., Margers Vavere.
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MR. JAMES T. BARRY, SIR, 735 N. Water St. (2).
BD. OF HARBOR COMM., Harry C. Brockel, Mun. Port Dir., Room 710, City Hall (2).
E. M. BOERKE ORG., Mr. E. M. Boerke, Sir, 611 N. Broadway (2).
CHICAGO & NORTHWESTERN RWY. CO., H. B. Buchholz, Gen. Ind. Dev. Agt., 161 W. Wisconsin Ave. (3) S1-SB (x)
CITY OF MILWAUKEE, Robert G. Ducharme, Ind. Dev. Coord., City Hall. L-SB
EXPRESS FREIGHT LINES, INC., A. Zebrowski, 4600 West Burnham St.
FIRST WISCONSIN NATL. BANK OF MILWAUKEE, Wm. Taylor, Pres., 743 N. Water.
GREAT LAKES CONSTR. CO., 4117 N. Green Bay Ave. (9).
MR. JAMES R. GRUENINGER, SIR, Anthony Grueninger, Rltr., 324 E. Wisconsin Ave., Rm. 538 (2).
MILWAUKEE ASSN. OF COMM., IND. DIV., Chas. G. Crabb, Mgr., 611 N. Broadway (2). L-SB
MILWAUKEE BD. OF HARBOR COMMRS. H. C. Brockel, Mun. Port Dir., Rm. 710, City Hall. L-S (x)
MILWAUKEE GAS LIGHT CO., Lloyd J. Klein, V. Pres. & Controller, 626 E. Wisconsin Ave. (1).
MOTOR TRANSPORT CO., George H. Tiernan, 4101 West Blue Mound.
NORTHERN TRANSPORTATION CO., Andrew Slania, Sls. Mgr., 405 South 6th St.
MR. CARL REMEEUS, SIR, 324 E. Wisconsin Ave. (2).
TAXMAN CO., 229 E. Wisconsin Ave.
WISCONSIN ELECTRIC POWER CO., Mr. J. H. Dunham, Asst. Sales Mgr., Public Service Bldg.
WISCONSIN PUBLIC SERVICE CORP., 1029 N. Marshall St.
YULE TRUCK LINES, Raymond E. Slania, Asst. Sigs. Mgr., 1229 South 41 St.
ZINGEN & BRAUN CO., RLTRS., 2625 W. North Ave. (5).
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MONROE—8049
MONROE C. OF C., Vernon Schillinger, Secy., 1420-11th St.

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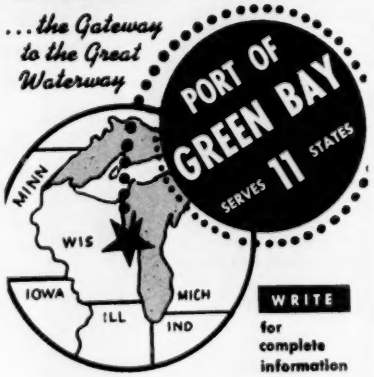

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NECEDAH — NECEDAH IND. DEV. CO., INC., Geo. Speas, Secy.
NEENAH—18,186 — NEENAH-MENASHA C. OF C., John G. Konrad, Ex. Secy., 112 W. Wisconsin Ave. L-SB (x)
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NEW AUBURN — NEW AUBURN DEV. ASSOC., Neill Tarr, Pres.
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NEW GLARUS BUS. ASSN. IND. DEV. CORP., Gottfried Schuetz, Secy.
NEW LISBON—1331 — NEW LISBON IND. DEV. CORP., C. E. Macomber.
NEW LONDON
NEW LONDON C. OF C., Earl L. Frederkics, Ex. Secy.
NEW LONDON IND. OPPORTUNITIES, INC., Tom Graham, Secy.
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N. FOND DU LAC—2559
N. FOND DU LAC AREA IND. CORP., Alex P. Semenas, Pres.
OCONOMOWOC—6696 — OCONOMOWOC DEV. CORP., City Hall.
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OCONTO C. OF C., Mrs. Douglas Bake, Secy. L-S (x)
OCONTO DEV. CORP., Wm. Strutz, Secy.
OGEMA — OGEMA AREA DEV. CORP., Roy Gustafson, Pres.
OMRO—1984
OMRO AREA DEV. CORP., Guy Tice, Secy., 111 Main St., Box 224. L-SBF (x)
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OSHKOSH C. OF C., Conrad B. Pitcher, Ex. V. P., 462A N. Main. L-SB
OSHKOSH IND. DEV., INC., R. K. Schribee, Jr., Pres.
WISC. PUBL. SERV. CORP., Robt. B. Fick, Coord. Ind. Dev., Box 420. S-SB
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PARDEEVILLE—1328 — PARDEEVILLE IND. DEV. CORP., Leon H. Robbins, Pres.
PARK FALLS—2898 — PARK FALLS IND. DEV. CORP., O. H. Robinson, Pres.
PEWAUKEE—2498 — PEWAUKEE AREA DEV. CORP., Roland F. Aldrich, Secy.
PHILLIPS—1529 — PHILLIPS IND. DEV. CORP., D. K. Tyler, Secy.
PLAINFIELD — PLAINFIELD IND. DEV. CORP., Chas. LeGrand, Secy.
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PLATTEVILLE AREA IND. DEV. CORP., L. J. Robertson, Pres., 12 W. MINERAL St. L-SBF (x)
PLATTEVILLE BUS. ASSN., Arthur Hill, Jr.
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PLYMOUTH ASSN. OF COMM., Harvey J. Weisse, Secy.
PLYMOUTH IND. DEV. CORP., Mayor Howard Fischer, Secy.
PORTAGE—7793
PORTAGE C. OF C., Hugh Woodside, Exec. Secy. L-F (x)
PORTAGE IND. DEV. CORP., Wm. T. Comstock, Pres.
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PORT WASHINGTON ASSN. OF COMM., Chas. Richardson, Secy. L-SBF
PORT WASHINGTON IND. DEV. CORP., A. E. Wilke, Secy.
PRAIRIE DU CHIEN—5602
PRAIRIE DU CHIEN C. OF C., Fred W. Grelle, Ex. Secy., P. O. Box 326.
PRAIRIE DU CHIEN IND. DEV. CORP., John Pintz, Pres., P. O. Box 338. L-SBF (x)
PRENTICE — PRENTICE IND. DEV. CORP., Robert E. Mueller, Pres.
PULASKI—1541
PULASKI IND., INC., F. X. Joswick, Pres.
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REDGRANITE — REDGRANITE COM. CO., INC., Geo. H. Parker, Secy.
REEDSBURG—4338 — REEDSBURG DEV. CORP., P. R. Schweke, Pres.
***REEDSVILLE** — REEDSVILLE IND. DEV. CORP., John Burkhart, Secy.
REESEVILLE — REESEVILLE COM. DEV. CORP., Al Cowles, Pres.
***RHINELANDER—8732** — RHINELANDER C. OF C., Mrs. Edna G. Straub, Ex. Secy.
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RICE LAKE AREA C. OF C., W. A. McHenry Secy.-Mgr., 137 North Main St. L-SBF
RICE LAKE IND. CORP., Marshall Brekke, Pres.
RICHLAND CENTER—4726
RICHLAND CTR. C. OF C., Ellis A. Lee, Secy.
RICHLAND CTR. DEV. CREDIT CORP., O. J. Snodgrass, Pres.
RIPON—6159
RIPON C. OF C., Merrill Fee, Ex. Secy.
RIVER FALLS—4857 — RIVER FALLS IND. CIVIC DEV. CORP., Dale Remus, Secy.
ST. NAZIANZ — ST. NAZIANZ FUTURE, INC., Victor Miller. L-SBF (x)
SEYMOUR—2044 — SEYMOUR IND. DEV. CORP., Derbert Coonen, Pres.
SHAWANO—6078 — SHAWANO C. OF C., Oscar W. Ramlow, Ex. Secy.
SHAWANO ECON. DEV., INC., J. T. Judd, Pres., 616 W. 2nd. L-SBF (x)
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SHEBOYGAN ASSN. OF COMM., L. N. Mathieu, Ex. V. P., 930-N. 8th St. L-SBF (x)
SHEBOYGAN CTY. IND. DEV. FOUND., Edward H. Clemsn.
SHEBOYGAN HARBOR COMM.
SIREN — SIREN IND. DEV. CORP., J. E. Spanberg, Secy.
S. MILWAUKEE—20,204
S. MILW. ASSN. OF COMM., James F. Caveney, P. O. Box 365.
SPARTA—6055
SPARTA C. OF C., Milton O. Ranum, 146 N. Water St.
SPARTA IND. FOUND., INC., Al Roberts, Secy.
***STEVENS POINT—17,780**
C. OF C. IND. PARK, Ind. Dev. Corp., 122 Strongs Ave. L-SBF
STEVENS POINT C. OF C., Carl S. Wallace, Mgr., 122 Strongs Ave. L-SBF
STEVENS POINT IND. DEV. CORP., Roy A. Menzel, Pres., 200 Strongs Ave. L-SBF (x)
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STOUGHTON IND. DEV. CORP., B. A. Mjelde. L-SBF
STRATFORD—1116 — STRATFORD IND. CORP., Theo .W. Hoffmann, Pres.
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DOOR CTY. C. OF C., Jack Bergstrom, Ex. Secy.
STURGEON BAY DEV. CORP., Delmar H. Newton, Secy.
SUN PRAIRIE—4009 — SUN PRAIRIE DEV. CORP., Joseph N. Hanley, Pres.
SUPERIOR—33,058
SUPERIOR ASSN. OF COMM., R. W. Pruden, Ex. Mgr., 1708 Belknap St. L-SBF
SUPERIOR BD. OF HARBOR COMSR.,

L. E. Sinclear, Port Dir., 1323 Broadway. 2-SB (x)
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***TOMAHAWK—3330** — TOMAHAWK AREA CORP., Harold G. Adams, Pres.
TWO RIVERS—12,334
TWO RIVERS C. OF C., Seymour Althen, Secy.
TWO RIVERS IND. DEV. CORP., James Schmitt, Pres.
VALDERS
VALDERS IMP. CORP., Gene Schuh, Pres.
VERONA—1467
VERONA DEV. CORP., Ralph Jacobs, Pres.
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VIROQUA DEV. ASSN., Dr. H. F. Bahr, Pres., 211 N. Main. L-SBF (x)
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WATERTOWN ASSN. OF COMM., Promotion Corp., E. J. Kellerman, Secy. L-SBF
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SPRING CITY TRUCKING CO., P. O. Box 293.
WAUKESHA C. OF C., Howard E. Norris, Ex. Secy., P. O. Box 475.
MICH.-WIS. PIPE LINE CO., J. H. Mikula, Mgr. Ind. Dev., P. O Box 149.
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WAUPUN—7624
WAUPUN C. OF C., John De Hartog.
***WAUSAU—31,746**
WAUSAU C. OF C., Walter G. Roehl, Ex. Secy., Box 569. L-SBF
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WAUTOMA IND. DEV. CORP., Earl Kileen.
WAUWATOSA—56,743
WAUWATOSA C. OF C., Wm. J. Murray.
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WESTFIELD DEV. CORP., Jim Crawford, Pres.
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WHITEWATER C. OF C., Arl Watson.
WHITEWATER IND. DEV. CORP., Chapman Liffingwell, Pres.
WILD ROSE — WILD ROSE COMMUNITY, INC., E. L. Knoke, Pres.
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WONEWOC DEV. CORP., Wm. Fox, Pres.
WOODVILLE
WOODVILLE COM. IND. CORP., Donald W. Hagen, Pres.

WYOMING

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AFTON C. OF C., L. S. Walker, Pres.
BASIN—1315 — BASIN C. OF C., K. Warren Brome, Box 366.
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BUFFALO C. OF C., Merrill C. Lynch.
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CODY C. OF C., Owen Allen, Mgr., 1098 Sheridan Ave., Box 417. L-SB (x)
DOUGLAS—2802
DOUGLAS C. OF C. L-SB (x)
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CAMPBELL CTY. C. OF C., D. A. Swenson, Mgr., 232 Gillette Ave. L-SB (x)
GLENROCK—1578
GLENROCK C. OF C., Wm. Ankle, Secy.
GREEN RIVER—3494
GREEN RIVER C. OF C., A. C. Gens.
GREYBULL—2285
THE GREYBULL CLUB, W. A. Simpson.
JACKSON—1418
JACKSON HOLE C. OF C., Walter King.
LANDER—4161
LANDER C. OF C., Joseph Bagley.
LARAMIE—17,392
LARAMIE C. OF C., Sherrell Watson, Ex. Secy., 309 Grand. L-SB (x)
LOVELL—2451 — LOVELL C. OF C.
LUSK—1863 — LUSK C. OF C.
NEWCASTLE—4236
NEWCASTLE C. OF C., Frederick E. Wade.
POWELL—4695 — POWELL C. OF C., C. C. Blackman, Ex. Secy.
RAWLINS—8931
RAWLINS C. OF C., Quinn Johnson, Mgr., Box 3. L-SB
RAWLINS ELEC. CO., Jas. Chapman, Pres., Osborn Bldg.
RIVERTON—6789
RIVERTON C. OF C., Walter Rhodes, Mgr.
ROCK SPRINGS—10,036
ROCK SPRINGS C. OF C., Mrs. Grace J. Knox.
SOUTHERN WYO. UTILITIES CO.
SHERIDAN—11,240 — SHERIDAN C. OF C., Dale E. Kinley, Mgr., Box 707. L-SBF
SHOSHONI — SHOSHONI C. OF C.
TEN SLEEP — TEN SLEEP COMM. CLUB, Howard Butterfield, Mgr. L-S (x)
THERMOPOLIS—3927 — THERMOPOLIS C. OF C., Jean Davis, Ex. Secy. L-SB (x)
WHEATLAND—2223 — WHEATLAND BOOSTERS, Dr. L. B. Secrest.

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GUAYAMA — GUAYAMA IND. COMM., Mr. Alberto Escudero, Chm., Box 194.
GUAYNABO — SUCESION DE OBDULIO CORREA, % Jose R. Fournier, Box 115.
HUMACAO — HUMACAO IND. COMM., Mr. Antonio Roig, Chm.
JUANA DIAZ — JUANA DIAZ IND. COMM., Mr. Luis Gaspar, Chm. Box 215.
MAYAGUEZ
CENTRAL IND. COMM., Mr. Humberto Vidal, Secy., Box 179. N-SBF (x)
PONCE — PONCE IND. COMM., Mr. Enrique Vazquez Reyes, Chm., Box 842.
SAN GERMAN — SAN GERMAN IND. COMM., Sr. Francisco Castillo Amy, Chm.
SAN JUAN
MR. JORGE BERMUDEZ, RL. EST. BROKER, Box 2251.
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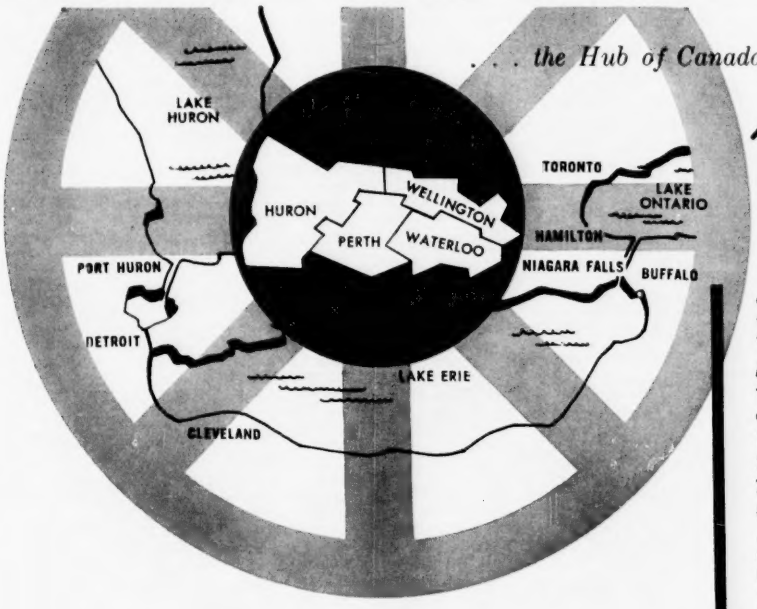

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I.D. HAS FILE OF FOREIGN DEVELOPMENT ORGANIZATIONS

In addition to the listings of the various organizations engaged in industrial development activities in the United States and Canada, which are contained in this 1961 edition of the HANDBOOK, I.D. has compiled in its editorial offices a file listing 1,040 agencies active in the development field in many foreign countries. Industrialists interested in getting names of such agencies overseas in specific countries are invited to send their queries to Conway Publications.

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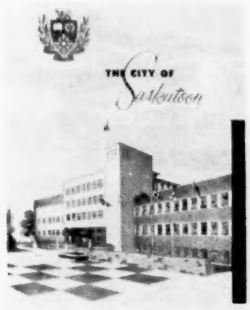

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REGISTERED COMMUNITY AUDIT

A Non-Profit Public Service Provided By Conway Publications, Inc.

Community: Thomasville
County: Thomas
State: Georgia

Publishers of Industrial Development — The National Guide to Industrial Planning and Expansion

Offices and Representatives: New York, Chicago, Los Angeles, Baltimore, Atlanta, San Francisco, Washington

INSTRUCTIONS: Use black ink or ribbon. Questions marked (*) are optional. All others must be completed or form will be rejected. Use space on page 3 to amplify or explain. DO NOT attach extra sheets, letters, or literature. Return form promptly to Research Department, Conway Publications, Inc., North Atlanta 19, Ga.

POPULATION

Location (distance/direction to major city) 245 south of Atlanta, Ga. Elevation above sea level 273 feet

Population	city	county	std. met. area	100 mi.(*)
1950 census	14,626	33,932	33,932	
1960 estimate	20,100	36,000	36,000	944,300

1970 projection (*)
Source of estimates SALES MANAGEMENT, "SURVEY OF BUYING POWER" - May 10, 1959
Approximate percentages: white 60% non-white 40% foreign born 5%

MANPOWER-EMPLOYMENT

Present employment	male	female
Manufacturing	2,545	
Non-manufacturing	6,415 (2,400 agric.)	

Percent mfg. workers in unions None
Unemployment 10% % labor force.
Latest strikes (past five years) affecting 5 percent or more of labor force:
Firm struck None union None year None
Firm struck " union " year "
Is a Right To Work law in effect in state? (X) yes ( ) no
Prevailing wage rate for skilled workers: $ 1.40 to $ 1.75 per hour
Prevailing wage rate for semi-skilled workers: $ 1.05 to $ 1.35 per hour
Prevailing wage rate for unskilled workers: $ 1.00 to $ 1.10 per hour
Is labor force survey available? Yes By whom conducted? Ga. Employment Security Agcy.
Vocational training facilities Thomas County Vocational School
Engineering colleges None. 245 miles from Georgia Tech.
Universities None. 35 miles from Florida State University.
Graduate schools None.
Research institutions None.

TRANSPORT

Principal transport lines service or trips/day
Rail Atlantic Coast Line Railroad Company - 11 freight. 3 passenger.
Truck Great Southern Trucking Company; Central Truck Lines.
Air Southern Airways - 22 miles north. Flights daily.
Water 40 miles from Bainbridge Inland Port. Channel Depth NA "
Interstate highways 3 U. S.(19,84,119) 5 State - airports 1 Municipal Airport (3, 35, 38, 202, 122) (2 Commercial Fields in 35 mi. rad(us.)

TAXES

State retail sales tax 3%
State income tax 4%
Unemployment compensation rate .25 to 2.7 maximum employee 4
Corp. franchise tax $10 for $10,000 & under; graduates to $5,000 for $22,000,000
Corp. organization qualification 10¢ per $1,000 (min.$5) domestic; $10 out of/& over.
Municipal rate $ 1.61 per $100 val. Assessed 50 % Fair Market value
County rate $ 2.40 per $100 val. Assessed 30 % State foreign value
Are tools, machinery taxed? Yes If so, at what rate. City - 50%, County - 30% depre-/ciated value.
Exemptions for new industry None

— 1 —

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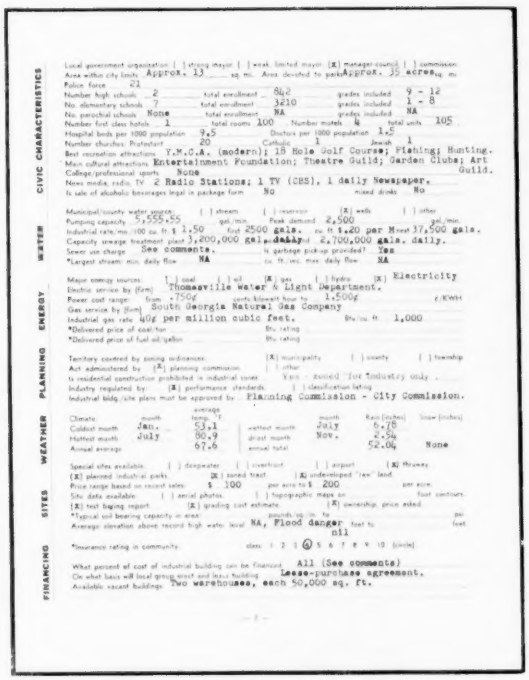

CIVIC CHARACTERISTICS

Local government organization ( ) strong mayor ( ) weak, limited mayor (X) manager-council ( ) commission
Area within city limits Approx. 13 sq. mi. Area devoted to parks Approx. 25 acres sq. mi.
Police force 22
Number high schools 2 total enrollment 842 grades included 9 - 12
No. elementary schools 7 total enrollment 1210 grades included 1 - 8
No. parochial schools None total enrollment NA grades included NA
Number first class hotels 1 total rooms 100 Number motels 4 total units 105
Hospital beds per 1000 population 9.5 Doctors per 1000 population 1.5
Number churches: Protestant 20 Catholic 1 Jewish 1
Best recreation attractions Y.M.C.A. (modern); 18 Hole Golf Course; Fishing; Hunting.
Main cultural attractions Entertainment Foundation; Theatre Guild; Garden Clubs; Art Guild.
College/professional sports None
News media, radio TV 2 Radio Stations; 1 TV (CBS), 1 daily Newspaper.
Is sale of alcoholic beverages legal in package form No mixed drinks No

WATER

Municipal/county water source ( ) stream ( ) reservoir (X) wells ( ) other
Pumping capacity 5,555,555 gal./min. Peak demand 2,500 gal./min.
Industrial rate/mo./100 cu. ft $ 1.50 first 2500 gals. cu. ft $ 1.20 per M next 37,500 gals.
Capacity sewage treatment plant 3,200,000 gals. daily Avg. 2,700,000 gals. daily.
Sewer use charge See comments. Is garbage pick-up provided? Yes
*Largest stream: min. daily flow NA cu. ft./sec. max. daily flow NA

ENERGY

Major energy sources: ( ) coal ( ) oil (X) gas ( ) hydro (X) Electricity
Electric service by (firm) Thomasville Water & Light Department.
Power cost range: from .750¢ cents/kilowatt hour to 1.500¢ ¢/KWH
Gas service by (firm) South Georgia Natural Gas Company
Industrial gas rate 40¢ per million cubic feet. Btu/cu. ft 1,000
*Delivered price of coal/ton Btu rating
*Delivered price of fuel oil/gallon Btu rating

PLANNING

Territory covered by zoning ordinance: (X) municipality ( ) county ( ) township
Act administered by (X) planning commission ( ) other
Is residential construction prohibited in industrial zones Yes - zoned for industry only.
Industry regulated by: (X) performance standards ( ) classification listing
Industrial bldg./site plans must be approved by - Planning Commission - City Commission.

WEATHER

Climate:	month	average temp. °F		month	Rain (inches)	Snow (inches)
Coldest month	Jan.	53.1	wettest month	July	6.78	
Hottest month	July	80.9	driest month	Nov.	2.54	
Annual average		67.6	annual total		52.04	None

SITES

Special sites available ( ) deepwater ( ) riverfront ( ) airport (X) Highway
(X) planned industrial parks (X) zoned tract (X) undeveloped "raw" land.
Price range based on recent sales $ 100 per acre to $ 200 per acre.
Site data available ( ) aerial photos ( ) topographic maps on feet contours
(X) test boring report (X) grading cost estimate (X) ownership, price asked
*Typical soil bearing capacity in area: pounds/sq. in. to per
Average elevation above record high water level NA, Flood danger feet to feet
nil
*Insurance rating in community: class 1 2 3 (4) 5 6 7 8 9 10 (circle)

FINANCING

What percent of cost of industrial building can be financed. All (See comments)
On what basis will local group assist and lease building Lease-purchase agreement.
Available vacant buildings Two warehouses, each 50,000 sq. ft.

— 2 —

Pages 1 and 2 of the Registered Community Audit. Page 3 has space for a listing of leading agricultural and mineral resources in the surrounding area and of the five largest local manufacturers, with size of employment and the name of the chief union (if any) shown for each manufacturer. The remainder of the page is for amplification of answers to previous questions. Page 4 is used for signatures and endorsements and for the names and descriptions of local development organizations.

AT YOUR SERVICE:

The Registered Community Audits — the answer to the site-seekers' prayer for brief, accurate and comparable information on many communities — are now available for 500 communities all across the United States and Canada. The present inflow of audits indicates that the time is not far off when audits will be available for the great bulk of cities and towns that are likely to be seriously considered as potential locations for most new facilities.

By Frank H. Stedman

DATA ON 500 COMMUNITIES

If you are beginning to consider possible locations for a new facility, you may have started saving some of the flood of miscellaneous items promoting particular communities that find their way to your desk. Take a look at four or five of them. Would you be able to make quick comparisons of the communities involved as to power, gas, and water rates? wages? unions and recent strikes? site data available size of labor force? climate? vacant industrial building!?

The chances are that each of these and many other factors vital to your operations are covered in as many different ways as you have brochures, and that some of them omit what you regard as essential factors. In other words, what you have is a mass of undigested data of doubtful comparability and no uniformity of coverage and treatment.

You can of course get a good deal of community information from census publications, and be sure of uniformity and comparability, but some of it will be obsolete, and many of the factors of greatest concern to you are not assembled by the Census, or in any other published form, for that matter.

Now look at the list at the end of this article of the 500 communities for which there is a Registered Community Audit. If the town is in the list, there is already available for you a four-page form giving the basic information needed to determine whether or not the community should be seriously considered as a potential plant site. If the community is not on the list, the information can be obtained within a month, often less.

The purpose of the Registered Community Audit is not to provide information in depth, such as ordinarily is required before a final decision is made with regard to the location of a new plant. It is intended rather to give in brief form the essential characteristics of the community most commonly sought by businessmen in their early considerations of a variety of communities. Used in conjunction with your own checklist of factors, it makes possible easy sifting of many possible locations and high-lights those communities most likely to be worthy of further study. (For a complete checklist of site selection factors, see the report in this Handbook).

How to Get Audits

If the town has already been audited, write to the local chamber of commerce for a copy of the audit. If you want several audits from one state or power service area, check the list of area registries on the next page to see if there is one covering the region of your interest. If so, have the area registry supply you with audits for the communities you wish to cover.

If the community is not on our list of 500, check first with the local chamber to see if an audit is being prepared. If not, write to us to start the ball rolling. Again, if you are interested in several communities not on the list, but all within the region covered by an area registry, write to the agency maintaining the registry to start action on the communities of your choice.

No charge is made either to the community submitting the audit for registry nor to the manufacturer, wholesaler or other business man who makes use of the audit.

We have no way of checking on the total number of audits called for by site seekers in the period of less than a year and a half since the first ones were registered. But the inquiries and comments that have reached us and the rapid growth of the number of communities audited indicate an acceptance far more rapid and complete than we would have thought possible.

In fact, the demand for new audits and for copies of existing ones has sometimes taxed our facilities to the limit. We ask you to bear with us, knowing that you would rather have carefully processed and reliable material even if it means a few days' delay. It is partly for this reason that we stress the fact that audits should be requested in the very early stages of new plant planning, so that there will be time for filling requests for audits of communities not yet on our list. This is also why we ask you to send either to the communities themselves or to area registries for completed audits. Our staff uses the bulk of its time in processing new audits.

Notice that the audited communities — which are indicated by asterisks in the geographical section of this handbook — are scattered from British Columbia to Florida and from Maine to California. More than a third of the cities over 100,000 in the recent census are covered, and nearly as large a proportion of the

cities between 50,000 and 100,000 are included. In several states, most towns of 5,000 or more are covered and a good many smaller places as well.

How Audits are Compiled

Our procedure is to send out a work sheet to a community requesting an audit and to check the initial return carefully for completeness and for comparability with returns already in our files. The annotated work sheet is returned to the community for corrections or needed amplifications and for preparation in final form. After a final recheck it is signed, countersigned and certified.

One of our major concerns is to insure that the data given are as nearly as possible on a comparable basis, and that the conversion to standard units of measurement is accomplished before it reaches the hands of the manufacturer. In the process of checking hundreds of returns, we have become adept at spotting misconceptions of questions and outright errors, as when we get reports of power rates of 0.002 cents per kilowatt-hour or mean July temperatures of 93 in Minnesota.

Audits will be resubmitted to communities for periodic revision, and a community may initiate a revision at anytime — for example, when natural gas is made available or when there is a significant change in zoning procedures. We will in any case call for complete revisions when the mass of data accumulated by the 1960 Census has been released in final form.

Meanwhile, we welcome suggestions by users of the audits as to how the present form could be made more useful to them, without making it any larger and without making the task of compiling the information more difficult for community groups.

Area Registries

The development organizations of 23 states and of a number of leading railroads and utility companies, along with several regional organizations, have agreed to serve as repositories of audits for communities within their respective territories. In most such cases, the audits involved carry an endorsement by the registering agency. The various registries are listed below:

STATE DEVELOPMENT AGENCIES

Colorado Department of Employment, Resources and Community Development Division, Denver, Colorado.

Georgia Department of Commerce, Atlanta, Georgia.

Idaho Department of Commerce and Development, Boise, Idaho.

Indiana Department of Commerce, Indianapolis, Indiana.

Iowa Development Commission, Des Moines, Iowa.

Kansas Industrial Development Commission, Topeka, Kansas.

Department of Economic Development of Kentucky, Frankfort, Kentucky.

Mississippi Agricultural and Industrial Board, Jackson, Mississippi.

Missouri Division of Resources and Development, Office of Business and Administration Jefferson City, Missouri.

Division of Nebraska Resources, Lincoln, Nebraska.

Nevada Department of Economic Development, Carson City, Nevada.

New Mexico Department of Development, Santa Fe, New Mexico.

New York Department of Commerce, Albany, New York.

North Carolina Department of Conservation and Development, Commerce and Industry Division, Raleigh, North Carolina.

North Dakota Economic Development Commission, Bismarck, North Dakota.

Oklahoma Department of Commerce and Industry, Oklahoma City, Oklahoma.

Oregon Department of Planning and Development, Portland, Oregon.

South Carolina State Development Board, Columbia, South Carolina.

South Dakota Industrial Development Expansion Agency, Pierre, South Dakota.

Tennessee Industrial and Agricultural Development Commission, Nashville, Tennessee.

Utah Commission on Industrial and Employment Planning, Salt Lake City, Utah.

Washington State Department of Commerce and Economic Development, Olympia, Washington.

Wyoming Natural Resources Board, Cheyenne, Wyoming.

RAILROADS

Chicago and Northwestern Railway Company, Chicago, Illinois.

Chesapeake and Ohio Railway, Detroit, Michigan.

Wabash Railroad, St. Louis, Missouri.

New York Central System, New York, New York.

Baltimore and Ohio Railroad, Cincinnati, Ohio.

Reading Company, Philadelphia, Pennsylvania.

UTILITIES

Alabama Power Company, Birmingham Alabama.

Pacific Gas and Electric Company, San Francisco, California.

Kentucky Utilities Company, Lexington, Kentucky.

Mississippi Power and Light Company, Jackson, Mississippi.

South Carolina Electric and Gas Company, Charleston, South Carolina.

West Texas Utilities, Abilene, Texas.

Central Power and Light Company, Corpus Christi, Texas.

Texas Power and Light, Dallas, Texas.

Gulf States Utilities, Navasota, Texas.

DEVELOPMENT GROUPS

Riverside County Board of Trade, Riverside County, California.

Palm Beach County, West Palm Beach, Florida

Idaho-Eastern Oregon Development Council, Boise, Idaho.

Blackhawk Industrial Promotion Association, Moline, Illinois.

Area Development Council, Greater Portland, Maine.

Northern Berkshire Development Corporation, Adams, Massachusetts.

Southern New Jersey Development Council, Merchantville, New Jersey.

St. Lawrence Valley Association of Chambers, Ogdensburg, New York.

Erie County Industrial Development Council, Erie, Pennsylvania.

Texas Engineering Experiment Station, College Station, Texas.

Community Audits Now Total 500

Since the first registered community audits were approved in April 1959 the number has mounted steadily until the 500 mark was passed in less than a year and a half. The list given below is duplicated in alphabetical form in the geographical section of the Site Selection Handbook in this issue; an asterisk is used to designate the communities which have approved audits.

Sioux City, Iowa	1
Newport News-Hampton, Virginia	2
Dallas, Texas	3
Buffalo, New York	4
Raleigh, North Carolina	5
Paducah, Kentucky	6
Mount Vernon, Ohio	7
Parkersburg, West Virginia	8
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Sites worth seeing in Mid-America

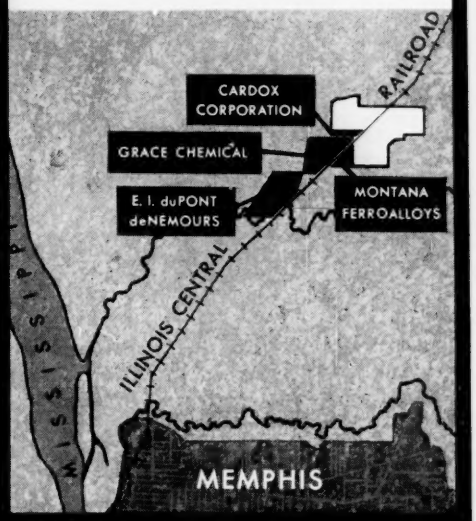
• A phone call, letter or telegram will bring you the basic facts about these plant locations . . . facts about labor supply and costs, raw materials, water, power, gas, coal, oil supplies, taxes, civic climate, availability of processed materials from other plants. If you are interested in other areas, ask us about dozens of suitable locations along the Illinois Central in Illinois, Iowa, Mississippi, Arkansas, Kentucky, Indiana, Wisconsin, South Dakota, Minnesota, Alabama and Nebraska.

Telephone

Chicago WAbash 2-4811. Ask for J. S. Frost, Director of Industrial Development. Or write Illinois Central Railroad, 135 East Eleventh Place, Chicago 5, Illinois.

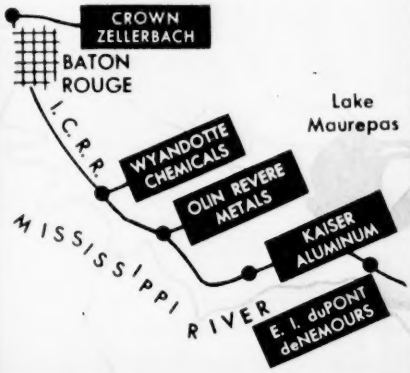
North of MEMPHIS

We have 771 acres 11 miles north of downtown Memphis at Woodstock . . . the finest industrial property in the area. Here you'll find abundant coal, natural gas, low-cost electric power, fresh water and the best of transportation.



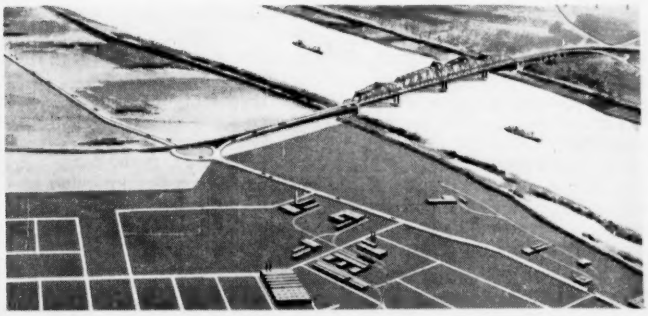
In LOUISIANA

Along the Mississippi on the Illinois Central, industrial development in recent years exceeds a quarter billion dollars. And with good reason, including facilities for deep sea vessels, excellent rail transportation, abundant natural gas, electric power and fresh water. Also petroleum, sulphur and other basic materials. Many good plant sites may be obtained at a fair price.



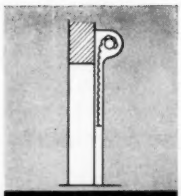
In NEW ORLEANS

We have 1,000 acres of improved industrial sites eight miles from the heart of America's second port. The property is cleared with paved streets, sewers, gas, water and electricity, and is in the New Orleans switching district with ready access to all port facilities. Our tracks run direct to our main freight yard and to Stuyvesant Dock.



ILLINOIS CENTRAL

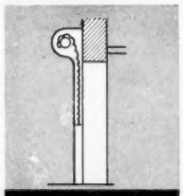
Main Line of Mid-America



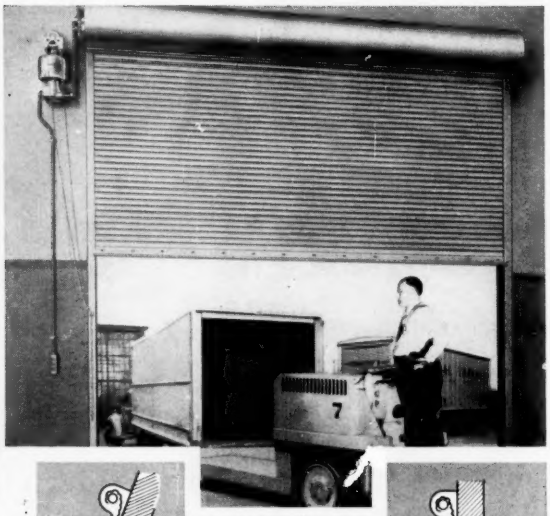
Mounted on inside wall; coils above the doorway.

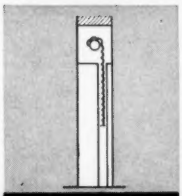
For VERSATILE Door Efficiency in any type of building or doorway construction

Kinnear Rolling Doors

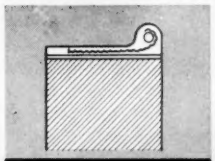


On outside wall; leaves all ceiling space clear.

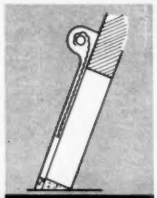




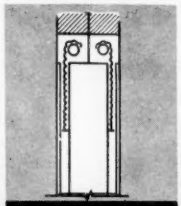
Hood under lintel or concealed in the wall.



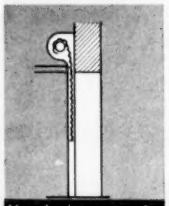
Horizontal mounting (ventilator, observatory or similar openings).



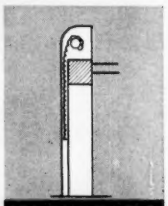
Sloping doorway (as for hoppers, chutes, etc.).



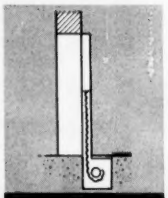
Kinnear Steel Rolling Fire Doors on either side of wall.*



Hood above roof or upper floor (no headroom needed).



Hood above lintel or atop wall (permits low ceiling).



Inverted mounting (door coils **below** the sill level).

Kinnear Rolling Doors save time, cut costs, save space, add protection, save manpower — *and fit any doorway or building construction!*

You get these multiple advantages from the coiling action of the interlocking steel-slat curtain *(originated by Kinnear)*.

Kinnear Rolling Doors always open *out of the way* . . . keep all floor, wall and ceiling space *clear and usable* at all times . . . give extra *all-metal protection* against fire, theft, wind, weather, or vandalism.

Extra-heavy galvanizing (1.25 oz. pure zinc per sq. ft. of metal, ASTM standards) gives Kinnear Rolling Doors lasting resistance to corrosion. Built any size, of steel, aluminum, or other metals, with motor or manual operation, for old or new construction. Write for full information!

* Or a Kinnear Rolling Door and a Kinnear Rolling Grille (a coiling upward-acting "open-work" of steel bars and links that protects without blocking light, air or vision).

KINNEAR ROLLING DOORS
Saving Ways in Doorways

The KINNEAR Manufacturing Co.
Offices and Agents in All Principal Cities
FACTORIES: 1600-20 Fields Ave., Columbus 16, Ohio; 1742 Yosemite Ave., San Francisco 24, Calif.

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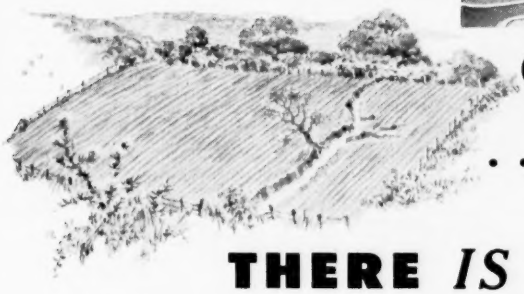
Industrial Site . . .



OR

. . . . Cornfield ?

THERE *IS* A DIFFERENCE

Why start from "scratch" when a FRISCO PLANNED INDUSTRIAL DISTRICT offers You . . .

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Kansas City, Mo.
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Tulsa, Okla.
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Others Coming . . .

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. . . Basic Grading Completed
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. . . One FRISCO Contact

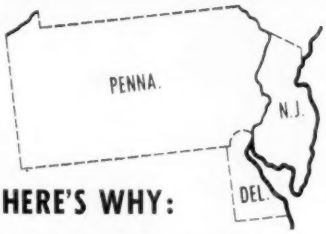
For a *finished* plant site, write for FRISCO'S planned Industrial District files . . . In Confidence

• INDUSTRIAL DEVELOPMENT DEPT.
• ST. LOUIS – SAN FRANCISCO RAILWAY CO.
• ROOM 215 FRISCO BUILDING
• SAINT LOUIS 1, MISSOURI

BUILD IT ON THE FRISCO

LOOKING FOR MORE LAND?

THIS TRI-STATE AREA
(Served by the Reading)
IS IDEAL FOR INDUSTRIAL EXPANSION



HERE'S WHY:

- Fast, dependable rail service
- Outstanding state highways
- Plenty of power, gas and water
- Industrial zoning
- Wealth of skilled and unskilled laborers
- Excellent supply of raw materials
- Near Port Richmond (Largest privately owned Tidewater Terminal)

For more information without cost or obligation, write:

Mr. Francis X. McBrearty, Manager
Industrial Development Dept.
607 Reading Terminal
Philadelphia 7, Pa.

FREE! Informative folder, "Looking for the Right Plant Site?" For your copy write to address shown above.

Reading lines

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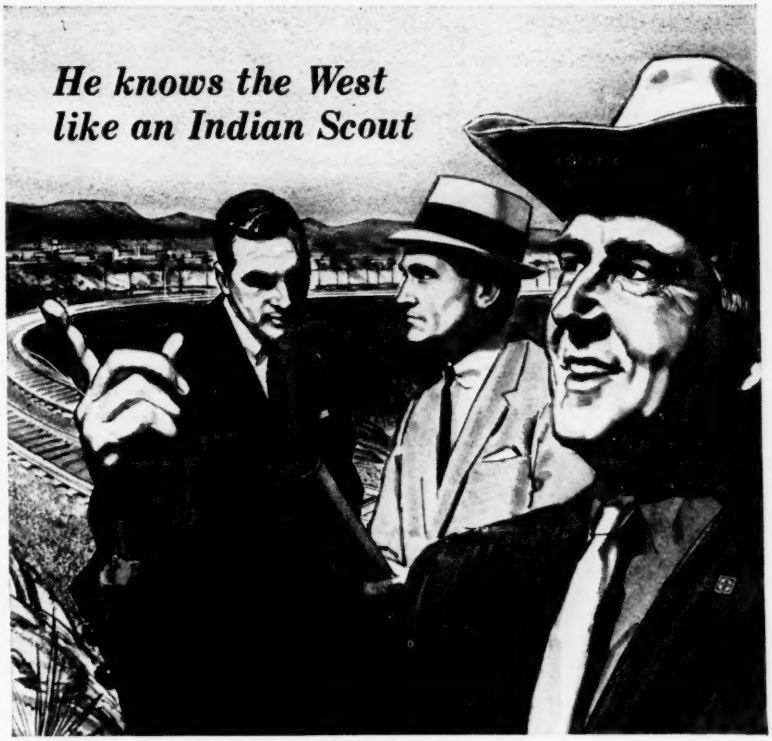

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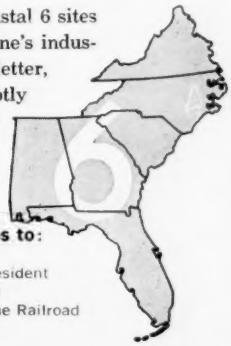

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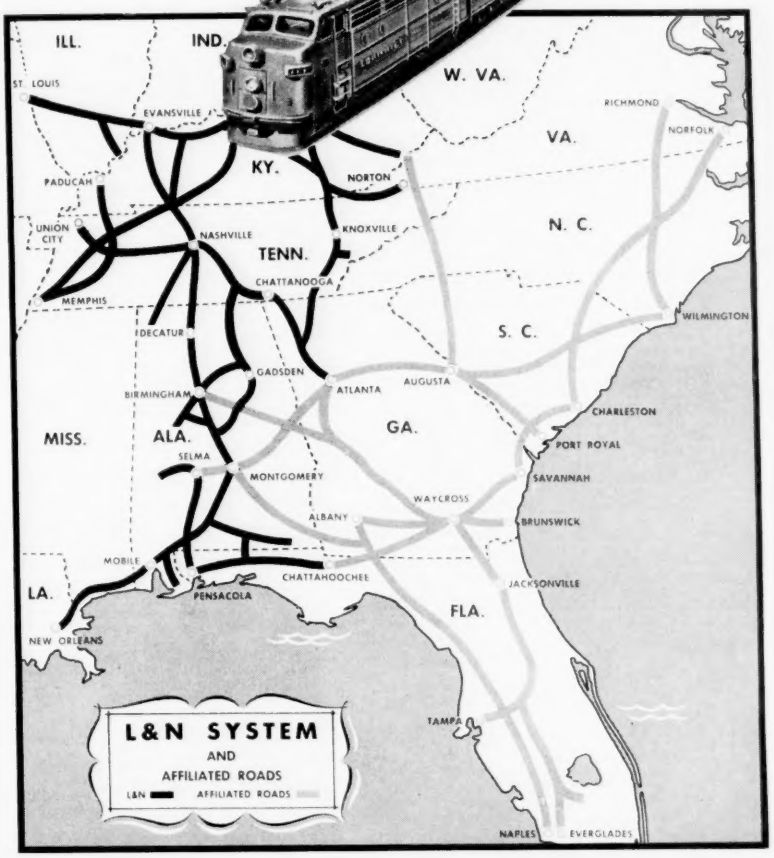

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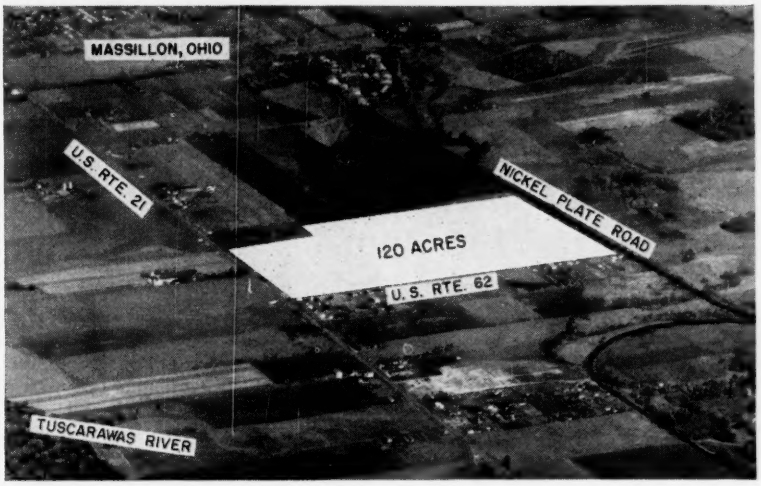

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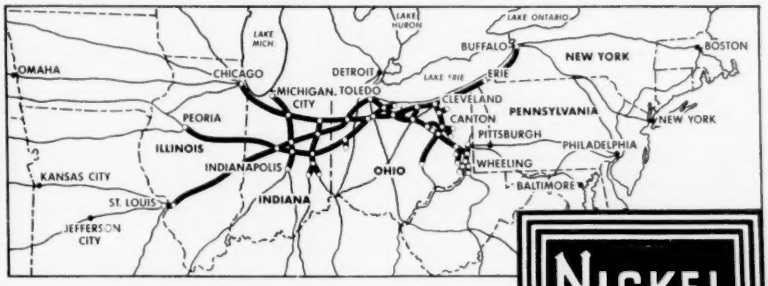

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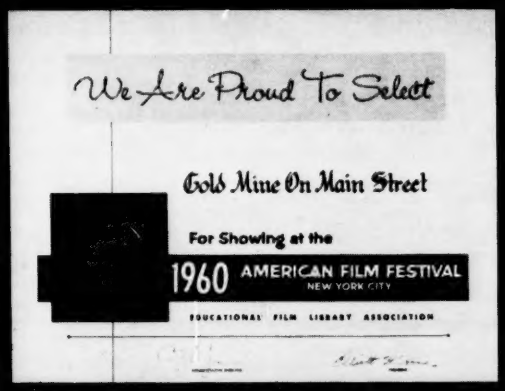

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Industrial Dallas, Inc., William Rosamund, 1101 Commerce Street, Dallas, Texas. (Ad page 195)

Industrial Sites, Inc., c/o A. Siegler and Sons Builders, Inc., 5117 Lee Road, Cleveland, Ohio. (Ad page 173)

Iowa Development Commission, Ed M. Storey, Director, 200 Jewett Building, Des Moines, Iowa. (Ad page 121)

Kentucky Department of Economic Development, E. Bruce Kennedy, Commissioner, New Capitol Annex, Frankfort, Kentucky, (Ad page 125)

The Kinnear Manufacturing Company, Wallace Pearson, V. P., 1191 Fields Avenue, Columbus 16, Ohio. (Ad page 228)

Klein and Kuhn, Paul Starrett, Manager-Broker Department, 706 Guaranty Building, Indianapolis, Indiana. (Ad page 117)

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Knoxville Chamber of Commerce, David D. Dickey, Industrial Director, Hotel Andrew Johnson, Knoxville 2, Tennessee. (Ad page 191)

Kootenai Rural Electrification Association, Inc., George A. Riggs, Manager, 117 Coeur d'Alene Avenue, Coeur d'Alene, Idaho. (Ad page 112)

Kosciusko Industrial Development Corporation, Charles S. Henderson, Executive Director, P. O. Box 712, Kosciusko, Mississippi. (Ad page 145)

Elmer J. Krauss Organization, Elmer J. Krauss, President, 3300 Skyway Boulevard, St. Petersburg, Florida. (Ad page 100)

Lewis Terminals, Inc., Philip D. Lewis, Vice President, 31 West 20th Street, Riviera Beach, Florida. (Ad page 103)

Longview Industrial District, Inc., Walter Koch, Manager, 410 West Center Street, Longview, Texas. (Ad page 198)

Lorain County Development Committee, Inc., John W. Daley, Executive Director, Third Floor, Robinson Building, Elyria, Ohio. (Ad page 173)

Louisville and Nashville Railroad, R. E. Bisha, General Industrial Agent, 908 West Broadway, Louisville, Kentucky. (Ad page 235)

Charles T. Main, Inc., Truman H. Safford, 129 West Trade Street, Charlotte, North Carolina. (Ad page 171)

State of Maine, Department of Economic Development, Lloyd K. Allen, Commissioner, State Capitol, Augusta, Maine. (Ad page 129)

Manatee County Committee of 100, Harry Lee, Executive Director, Box 360, Bradenton, Florida. (Ad page 99)

Town of Manchester, Richard S. Tibbits, Executive Director, Municipal Building, 41 Center Street, Manchester, Connecticut. (Ad page 98)

Manufacturers Railway Company, W. M. Daughtrey, Assistant General Manager, 2927 South Broadway, St. Louis 18, Missouri. (Ad page 149)

Marshall and Stevens, Inc., Mrs. Sally Thayer, 1645 Beverly Boulevard, Los Angeles 26, California. (Ad page 3)

State of Maryland, Department of Economic Development, George W. Hubley, Jr., Director, New State Office Building, Annapolis, Maryland. (Ad page 131)

Metropolitan Oakland Area, 1320 Webster Street, Oakland 12, California. (Ad page 86)

Michigan Consolidated Gas Company, R. L. Gage, Manager-Industrial Development Division, 415 Clifford Street, Detroit, Michigan. (Ad page 140)

Middlesex County Industrial Department, DeWayne Nelson, Industrial Commissioner, County Record Building, New Brunswick, New Jersey. (Ad page 154)

Mid-Western Ontario Development Association, Elmer Goebel, Director 258 Ontario Street, Stratford, Ontario, Canada. (Ad page 219)

Mississippi Power Company, Don McCulloch, Gulfport, Mississippi. (Ad page 145)

Mississippi Power and Light Company, F. G. Smith, Manager of Development, Electric Building, Jackson, Mississippi. (Ad page 144)

Missouri Public Service Company, James W. Stephens, Director-Area Development, 10700 East 50 Highway, Kansas City, Missouri. (Ad page 148)

Monmouth County Planning Board, Industrial Department, Reid Dickerson, Industrial Representative, P. O. Box 267, Freehold, New Jersey. (Ad page 156)

Monon Railroad, Rudolph H. Grabow, Manager, 608 South Dearborn Street, Chicago, Illinois (Ad page 13)

New York Central System, Charles Warnick, 466 Lexington Avenue, New York, New York (Ad page 63)

New York State Department of Commerce, Ronald B. Peterson, Director, 112 State Street, Albany, New York. (Ad page 159)

New York State Electric and Gas Corporation, E. W. Bartley, Manager-Industrial Development, 62 Henry Street, Binghamton, New York. (Ad page 161)

Nickel Plate Road, C. B. Bennett, Terminal Tower, Cleveland 13, Ohio. (Ad page 237)

State of North Carolina, Department of Conservation and Development, William P. Saunders, Director, Raleigh, North Carolina. (Ad page 165)

North Mississippi Industrial Development Association, Albert Sanders, Box 337, West Point, Mississippi. (Ad page 143)

Northern Illinois Gas Company, Harold J. Roth Manager-Industrial Development, 615 Eastern Avenue, Bellwood, Illinois. (Ad page 113)

Northern Indiana Public Service Company, John H. Clark, Assistant to Manager of Public Relations, 5265 Hohman Avenue, Hammond, Indiana. (Ad page 5)

Northern Natural Gas Company, Randall T. Klemme, V.P., 2223 Dodge Street, Omaha, Nebraska. (Ad page 151)

Oconomowoc Development Corporation, City Hall, Oconomowoc, Wisconsin. (Ad page 211)

State of Ohio, Department of Industrial and Economic Development, Mr. Don Stull, State Office Building, Columbus, Ohio (Ad page 77) (Insert between pages 174 & 175)

Oklahoma State Department of Commerce and Industry, Max Genet, Director, 2301 North Stiles, Oklahoma City, Oklahoma (Ad page 177)

Palos Verdes Research Park, William C. Jones, 2 Portuguese Bend Road, Rolling Hills, California. (Ad page 87)

Peninsula Industrial Committee, King Meehan, P. O. Box 92, Newport News, Virginia. (Ad page 204)

Commonwealth of Pennsylvania, Department of Commerce, William R. Davlin, Secretary, South Office Building, Harrisburg, Pennsylvania. (Ad page 183)

Peoria Industrial Enterprises, Inc., Harold Austin, President, 903 Central Bank Building, Peoria, Illinois. (Ad page 115)

Pinkerton's National Detective Agency, Inc., 100 Church Street, New York 7, New York. (Ad page 75)

Pitt County Development Commission, Leonard P. Bloxam, Chairman, P. O. Box 426, Greenville, North Carolina. (Ad page 166)

Plant City Development Committee, Richard M. Prewitt, General Manager, P. O. Box 1509, Plant City, Florida. (Ad page 102)

Port of Portland Commission, John J. Winn, Jr., General Manager, Box 4099, Portland, Oregon, (Ad page 181)

Portland General Electric Company, A. N. Hoss, Area Development Manager, 621 S. W. Alder Street, Portland, Oregon. (Ad page 179)

Prince Georges County Industrial Development Commission, S. Walter Bogley, Jr., Executive Director, Chamber of Commerce Building, Hyattsville, Maryland. (Ad 4th Cover)

Public Service Company of Indiana, Gerald S. Dailey, Public Administration Assistant, 1000 East Main Street, Plainfield, Indiana. (Ad page 15)

Public Service Electric and Gas Company, C. S. Cronkright, 80 Park Place, Newark, New Jersey. (Ad page 153)

Pueblo Chamber of Commerce, Charles L. Thomson, Manager, 211 West Fifth Street, Pueblo, Colorado. (Ad page 94)

Puget Sound Power and Light Company, Stewart G. Neel, Manager-Area Development, 1400 Washington Building, Seattle 1, Washington. (Ad page 58)

Reading Company, F. X. McBrearity, Room 456 — Reading Terminal, Philadelphia 1, Pennsylvania. (Ad page 230)

Riverside County Board of Trade, Fred J. Reinhardt, Industrial Manager, 4004 Orange Street, Riverside, California (Ad page 90)

Rhode Island Development Council, Adolph T. Schmidt, Executive Director, State House, Providence, Rhode Island. (Ad page 187)

Russell Industrial Center of Detroit, 1600 Clay Avenue, Detroit 11, Michigan. (Ad page 140)

St. Louis-San Francisco Railway, N. A. Kirchoff, 337 Frisco Building, St. Louis 1, Missouri. (Ad page 229)

San Diego Industrial Development Commission, Julius R. Jensen, Industrial Consultant, 273 Civic Center Building, San Diego 1, California. (Ad page 85)

San Leandro Chamber of Commerce, Frank M. King, 858 14th Street, San Leandro, California. (Ad page 92)

Santa Fe Railway, G. W. Cox, Assistant to President, 80 East Jackson Boulevard, Chicago, Illinois. (Ad page 231)

City of Saskatoon, S. G. Fawcett, Industrial Development Office, City Hall, Saskatoon, Saskatchewan, Canada (Ad page 223)

Sioux City Industrial Development Council, George R. Wimmer, Manager, Sheraton-Warrior Building, Sioux City, Iowa (Ad page 122)

C. B. Snyder National Realty Company, Daniel Farmer, 51 Newark Street, Hoboken, New Jersey. (Ad page 162)

Southern California Edison Company, F. J. Rohring, Area Development Engineer, P. O. Box 351, Los Angeles 53, California. (Ad page 88)

Southern New Jersey Development Council, G. Raymond Wood, Director, 1416 Atlantic Avenue, Atlantic City, New Jersey. (Ad page 155).

Southern Railway System, B. E. Young, Assistant to President, 15 and K Streets, N. W. Washington 13, D. C. (Ad pages 68 & 69).

Sunnyvale Economic Development Committee, Marion Sellers, Chairman, % Lockheed Aircraft Corporation, 962 West El Camino Real, Sunnyvale, California. (Ad page 91).

Port of Tacoma, Marcus E. Anderson, Manager, P. O. Box 1612, Tacoma, Washington. (Ad page 208).

Texas Power and Light Company, J. D. Eppright, Director-Industrial Development, P. O. Box 6331, Dallas 22, Texas. (Ad page 196).

Toledo Edison Company, Robert E. Johnson, Manager-Industrial Development Department, 420 Madison Avenue, Toledo, Ohio. (Ad page 175).

Union Electric Company, M. E. Skinner, Vice President and Director of Sales, 315 North Twelfth Boulevard, St. Louis, Missouri. (Ad pages 146 & 147)

Union Pacific Railroad, A. C. Ritter, General Manager of Properties, 1416 Dodge Street, Omaha, Nebraska. (Ad page 76).

Union Realty Company, Jack Belz, Executive Vice President, 1175 Morehead Street, Memphis, Tennessee. (Ad page 192)

The United Illuminating Company, E. B. Haskell, Manager, 80 Temple Street, New Haven, Connecticut. (Ad page 97)

Valdosta-Lowndes County Chamber of Commerce, H. T. Amon, Executive Director, Valdosta, Georgia. (Ad page 110)

Virginia Department of Conservation and Development, C. M. Nicholson, Jr., Commissioner, State Office Building, Richmond 19, Virginia. (Ad page 203).

Virginia Electric and Power Company, Clark P. Spellman, Industrial Manager, 7th and Franklin Streets, Richmond, Virginia. (Ad page 202)

Walla Walla Port District, Mrs. Elva Bair, Post Office Box 124, Walla Walla, Washington. (Ad page 207).

State of Washington, Department of Commerce and Industrial Development, Sam Boddy, Director, General Administration Building, Olympia, Washington. (Ad page 9)

West Palm Beach Chamber of Commerce, Greg Marquez, 600 North Flagler Drive, West Palm Beach, Florida. (Ad page 101).

West Texas Utilities Company, W. P. Sayles, Industrial Department, 1062 North Third, Abilene, Texas. (Ad page 198).

Wisconsin Power and Light Company, John R. Fredrick, Director-Industrial Development Department, 122 West Washington Avenue, Madison, Wisconsin. (Ad page 212).

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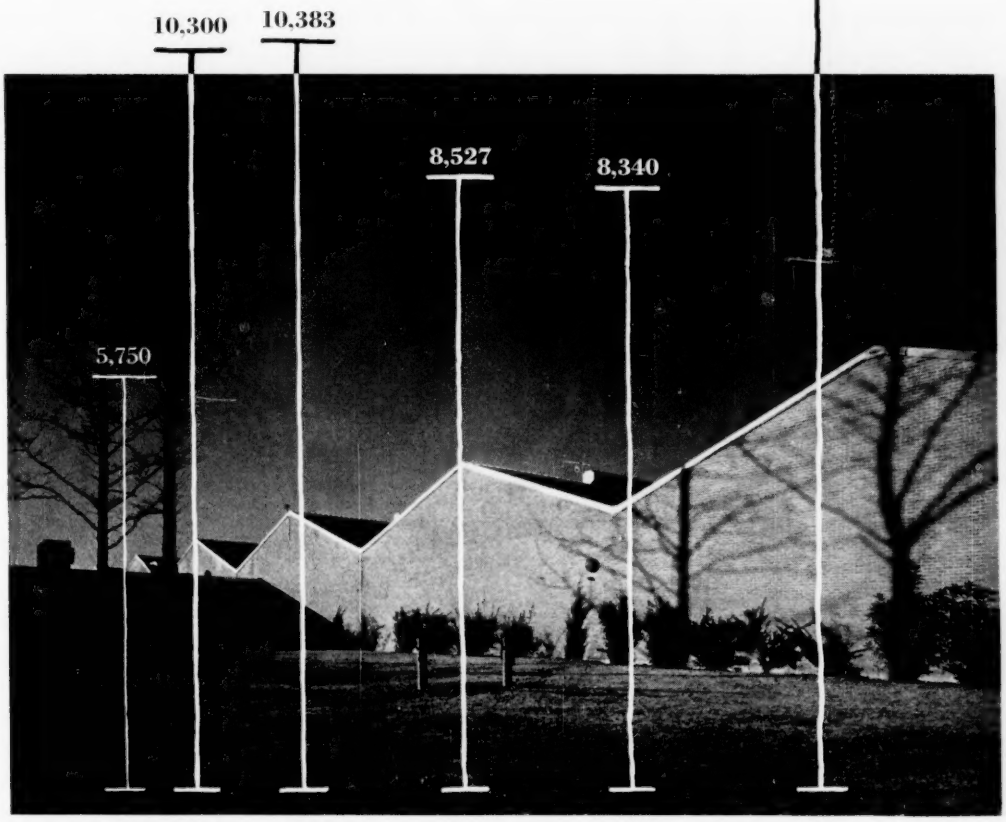

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Hyattsville, Maryland

May 17, 1960

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We are more than pleased with the business environment of Prince Georges County, and look forward to continued cooperation and satisfaction from its far-sighted officials.

Sincerely,

R. W. McFall
Vice President and General Manager

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